

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 81

NOVEMBER 23, 1929

Number 21

Reference Dept.
7th FIER

Large Size Visking Casings

CAN NOW BE

Printed

WITH YOUR NAME AND TRADE MARK



Insures
Consumer Identification
of
Your Product

Prevents
Dealer Substitution



Artistic—Individual—Permanent
Sanitary—Economical—Attractive

Write for **FREE** Samples

The Visking Corporation
4311 South Justine Street
Chicago

—write to either—

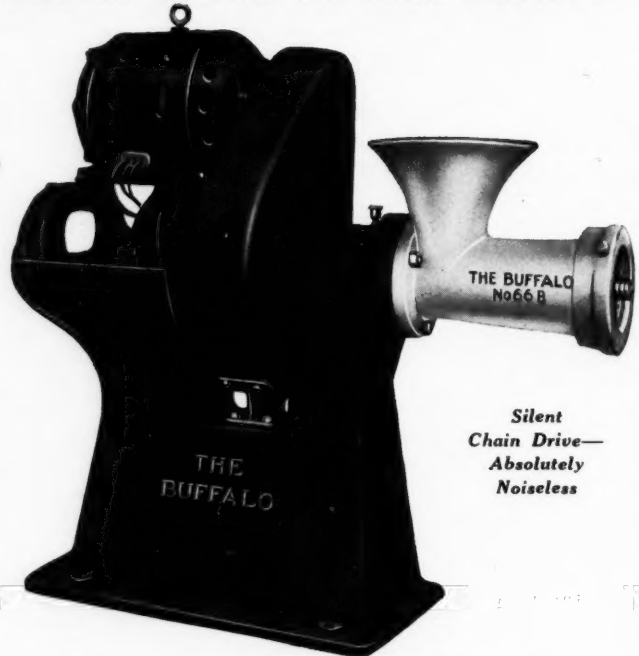
Visking Eastern Sales Corp.
724 Eleventh St., N.W.
Washington, D. C.

SUPERIOR IN DESIGN--

does more and better work in less time!!

THE "BUFFALO" Grinder

—turns out the highest grade product—hundreds of prominent sausage makers NOW use it!



Silent
Chain Drive—
Absolutely
Noiseless

Outstanding Features of the "BUFFALO" Grinder

Cuts cleaner without mashing the meat.

Improves the quality of your sausage.

No Heating of meat!

Cuts as fast as two men can feed it.

Takes Large chunks of meat through the fine plate in one operation.

Superior quality steel in

"BUFFALO" plates and knives cuts regrinding costs to a minimum.

Heavy roller bearing placed directly back of feed screw, eliminates friction.

Patented drain flange, between cylinder and pedestal, prevents leakage of meat or oil.

Used by hundreds of prominent packers and sausage makers.

One large PACKER is NOW Using 31 "BUFFALO" Grinders!

It Will Pay You to Investigate! Write for List of Users!

JOHN E. SMITH'S SONS CO., Buffalo, N. Y., U. S. A.

Patentees and Manufacturers

BRANCHES: Chicago, Ill., U. S. A.

London, Eng.

Melbourne, Australia

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Copyright, 1929, by The National Provisioner, Inc. Title Registered in U. S. Patent Office.

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 81. No. 21

NOVEMBER 23, 1929

Chicago and New York

Building Efficiency into the Meat Plant

Many Problems Confront Executives of Small Packing Firm in Building New and Completely Modern Plant

I — Plant Capacity and Labor Control

Two partners, Smith and Jones, already engaged in a small but successful packing business, plan to build and operate a nice new plant, modern in every detail—at least insofar as consistent with their ideas of efficiency and reasonable cost.

Both are practical men with years of experience back of them.

It is their desire to incorporate into their new plant the ideas they have cherished for years, but have been unable to see worked out in the older plants in which they had worked for others, or in their own little plant, which was an "old wreck" when they acquired it.

Now that they are about to build a new plant, they want to be sure they get the layout of each department right. So they spend a great deal of time, especially in their spare hours together, in discussing the various phases of layouts and equipment for the new plant.

It was easily agreed between them that a high-class architect was to de-

sign the plant, and that some attention would be given to looks or beauty as well as efficiency, in keeping with the times—especially so after the architect had convinced them that the added attractiveness could be had at little, if any, actual increase in cost.

They rather liked the plan of the model packing plant of 1930, as outlined in the program of the 1926 convention of the Institute of American Meat Packers.

Favors Institute Model Plant.

The tower on this plant, which added so much to its attractiveness, was convincing proof that beauty could be combined with utility, when it was explained that it housed the water tank and actually effected a saving as compared to putting the tank up on an unsightly steel tower out in the yard.

The capacity of this model plant just

suited them, and they had their ideal location picked out.

It was also agreed that their old contractor, in whose work and ability they had great confidence, would put up the plant on a "cost plus" basis. Also that no stinting or false economy was to be employed which would turn out to be a source of continual trouble and expense to them in the years to come.

Watch Out for Small Details.

For instance, they would make certain that all cooler and freezer rooms or buildings were generously insulated with the best materials available.

So it was not these things the partners discussed so much as it was the little operating details—things they would not expect the architect or contractor to know as much about as they themselves—lots of ideas they had always wanted to try out, but never had the opportunity.

Smith was president of the company, a man with practical selling and office experience, and he handled that end of the business.

Jones was a practical operating man, and was in full charge of operations.

Smith had great confidence in Jones' ability as an operat-



TALKING OVER THE LAYOUT FOR THE NEW PLANT.

ing man, but nevertheless he wanted to know how and why the money was going to be spent. So they discussed those little details intimately—and that was probably one of the reasons they were such a successful team.

How They Got Things Done.

Another reason was that once they had discussed a thing and had come to an understanding, they went ahead and did the thing they had agreed upon. Therefore they were accomplishing things quickly; in fact, *they got things done.*

Smith and Jones both had given names, and being partners in every sense of the word they addressed each other by their given names, "Tom" and "Dick"—Tom Smith and Dick Jones.

One of the very first discussions which came up about the new plans was the question of whether to operate with one gang to kill and cut hogs, or whether to have a gang to kill and another to cut.

And it was well that this was discussed in advance of building, as the firm saved considerable money in their first cost, not to mention the satisfaction and constant saving through the elimination of waste in the years that followed.

In the following article, the first of a series written especially for THE NATIONAL PROVISIONER by a well-known authority on packinghouse operation, the problems which arise when deciding to operate on one or on two gangs are discussed.

Later articles will deal with other important problems which confront packer executives when planning a new plant or enlarging their present operations.

One Gang or Two Gangs

"Tom, I was just talking to the architect about our new plans and he wants to know if it is to be our policy to operate a killing gang and a cutting gang separately rather than one gang for both operations, as most small packers do—some pretty large ones, too, for that matter.

"I told him that we had always operated one gang in the old place, but that I didn't like the idea. We were compelled to do it on account of the arrangement we had, but that I certainly didn't want to be handicapped that way in the new plant.

"Well," he said, "We wouldn't think of giving you a layout that couldn't be operated either way. But what I want to know is, will it be your policy to operate two small gangs rather than one large one? You see, this matter of policy will have a direct bearing on the size of your layout, on the size of certain equipment, etc., both in the killing and cutting departments, also in your trimming, packing, green grading rooms and equipment. It is even a de-

termining factor in how many trucks you will need.

"So you see, if you determine in advance that you will operate two gangs, we can save you some money."

Why Adopt a Definite Policy?

"I told him I thought our policy would be to operate two small gangs, but that I wished to talk it over with you first, because it is an important decision to be made and I want your full approval."

"That's right. But, Dick, why should we confine ourselves to any certain policy on this matter? I don't just get the point."

"Well, Tom, you know we agreed on the capacity of our new plant. We told the architect to figure on a maximum of 2,000 hogs per day, didn't we?"

"Sure we did, Dick."

"All right then, here is the problem. If we continue our old policy of operating with one gang, then when we hit our maximum volume with one gang they will have to handle two times 2,000, or 4,000 head per day; and 4,000 divided by 8 hours equals 500 head per hour.

This means all our layouts and all our equipment will have to be designed to fit 500 per hour capacity.

Advantages of Two Gangs.

"Whereas, if we decide to operate with two gangs, then the maximum capacity of our layouts and equipment need not be over 300 per hour; 300 times 8 equals 2,400, or 400 head, 20% over our rated plant capacity.

"And the difference in cost of a plant designed for 500 per hour and one designed for 300 per hour (maximum killing and cutting speeds) is quite a worth-while item.

"Come to think about it, why build a factory and then only use it 3 or 4 hours out of every 24? Looks like extravagant waste to me."

"Yes, Dick, that sounds logical. But aren't there other things to be considered?"

"Of course you are the operating man, but I have always been under the impression that we effected economies by operating with one gang, such as only needing one foreman, for instance, and less power, light and steam and water. In fact, I believe that is the reason advanced by so many packers who operate with one gang, even at peak volume."

Checking Up Operating Wastes.

"No doubt, Tom, that we use more power, water and steam. But when we come to consider our advantages I believe you will agree that they far outweigh any disadvantages. Some of the most successful packers employ two gangs the year 'round, and they some-

times get down pretty small, too. Must be a good reason for their doing that.

"Tom, do you remember that talk we heard down at the convention last fall, the one that man Wilson gave on elimination of waste in operation?"

"Yes, I believe I do. Thought it a little bit exaggerated in some of its phases."

"So did I, Tom—at first. Nevertheless, it set me thinking, and I determined to watch our own operations a little more closely, and I checked up some of his statements."

"You did, eh? Well, what did you find out?"

Easy to Lose \$1.00 Per Hog.

"What did I find out? Plenty!

"I now believe that his statements showing how easy it is to lose \$1.00 per hog in bad operations were plenty conservative. And I am becoming more firmly convinced every day that we have been too self-satisfied with our results, and have been overrating the importance of labor costs as compared with getting the most out of our raw material."

"Our raw material is the only thing we have to get money out of, Dick, and the Lord knows it is hard enough to show a profit nowadays, so it certainly behooves us to get all there is in it. But what has this to do with the one or two gang problem?"

"Well, you see Tom, after I got to looking at the thing from this other slant, I just figured I would try it out for a while and look for the places where we were losing yields, instead of always figuring where I could cut out some help. And I found several places in a jiffy where we could make money by adding some help.

Saving Money with More Help.

"For instance, up on the killing floor I found only one man trying to fat black guts, and at our rate of killing there should have been five.

"And we have been shorting orders for chitterlings all winter, and there was only one man on this work saving a few, but the chitterlings were coming along so fast that he only got a small part of them."

"We have been getting a nice price for chitterlings, Dick, and we certainly can't afford to tank them when we have such a good outlet. Then, on the black guts, we certainly can't pretend to be getting the last cent out of our raw material when we put lard fats into inedible greases. I suppose you put on the necessary help at once."

"I put on what we had room for, Tom, but that's the bad feature of our layout, you know. We are badly crowded when we try to hit 300 to 350 per hour, and if our arrangement on the coolers and cutting was such that we could cut and kill at the same time, I would make two gangs tomorrow, relieve the congested condition that I find in these departments, and begin handling the raw material to better advantage.

(Continued on page 29.)

Business Goes Back to Work After Wall Street Spree

American industry and trade, for the balance of the year and for the first quarter of 1930, may be retarded to some extent as the result of the upset in the stock market, but after that is likely to proceed normally.

The upset in security prices is having a sobering influence, but it is not anticipated that this will adversely affect the general credit situation. Further, it is believed that money rates will become low enough to permit greater activity in building, public works construction and industrial plant expansion and modernization.

This is the opinion of the business paper editors of the country, as developed by a survey jointly conducted by the National Conference of Business Paper Editors and the Associated Business Papers. In this each editor reported on conditions and prospects as he saw them in the industry or trade with which his paper is concerned.

In the main these editors agree that as the result of the crash in stock prices business executives will work harder at their jobs and pay less attention to the stock ticker. Further, they hold that the prospects for 1930 are excellent for those businesses ready to apply the needed additional sales-effort drive.

Will Increase Advertising Effort.

Editors of advertising journals who queried the chief national advertisers as to what effect the stock market crash would have on advertising schedules for 1930 report that these replies indicate no retrenchment in advertising expenditures. Some even contemplate additional advertising effort to force 1930 sales ahead, and none indicates a disposition to consider the future with dread and expectation of general business depression.

No trade or industry has been distinctly crippled by the sudden decline in stock market prices. Many of the editors feel strongly that the result will be lowering of money rates generally, and its return from the call money market to localized employment. None of them reports drastic reductions in production employment and all hold that the industries producing or merchandising goods in the luxury class will feel the adverse conditions first and be hit the hardest.

Industry Is in Good Shape.

On the other hand they report that industry in general has not been over-producing, and that stocks on hand of raw materials and finished products are low enough for whatever period of retardation may take place. The purchasing power of the general public may decline somewhat, but business

papers editors do not believe that this will reach serious proportions or last very long.

The status of production and distribution, as portrayed by the latest available figures, gives no sign of general drastic curtailment as a result of the stock market deflation. Such curtailments as are reported are in many cases the result of high money rates—which condition has now been corrected—or are the result of an overproduction.

General manufacturing as measured by the monthly consumption of electrical energy by the factories of the country in October was at a rate 3.9 per cent above October last year.

Country Financially Strong.

Many important industrial developments and modernization projects are being announced. Less luxury sales and more necessity buying is prevalent in the boot and shoe field.

Agricultural conditions are sound, and farmers taken as a whole are optimistic for the first time in years. Financially the country was never stronger, and money is again flowing into trade and industry and is available at reasonable rates.

The railroads of the country, the editors feel, anticipate that freight traffic and earnings may be reduced, but that by the middle of next year the stock market break will have a good effect on general business and railroad business in particular.

In the building and construction field

the editors are unanimous in holding that the break in stock prices will result in making investments in building operation distinctly attractive, and that this after the temporary general decline is past will stimulate building and construction in all branches. Residential building, which has been much below normal for a year, will go ahead rapidly.

In the automotive industries the dealers are the ones who are bearing the brunt of any business reaction. Their stocks of new and used cars are exceptionally heavy for this time of the year, but opportunity to liquidate these before the first of the year will be afforded because the production by manufacturers will be comparatively small.

Upon this liquidation depends the continued prosperity of the manufacturers, and leading manufacturing executives have definitely expressed the opinion that automobile production should be stringently curtailed for the balance of the year. Further, they favor controlling production during 1930 so as to keep it flexible and in accord with the automobile purchases of the general public.

REDUCING THE FIRE HAZARD.

Many firms in the meat industry took advantage of Fire Prevention Week, October 6 to 12, to put on fire prevention campaigns of one kind or another. Most of these were educational in nature and sought to impress on the workers the danger of fire in a meat plant, and what precautions should be taken to eliminate this hazard as far as possible.

(Continued on page 47.)



DISPLAY TO CALL ATTENTION TO DANGER OF FIRE.

Displays such as this were made in all of the plants of Armour and Company during fire prevention week, October 6 to 12. They helped to bring to the employees an appreciation of the danger of fires in a meat plant and acquaint them with the methods of preventing and extinguishing them.

YOUNG MEN TAKE THE LEAD.

The veteran founder of Geo. A. Hormel & Co. at its recent annual meeting turned over the presidency of his company to his son, Jay C. Hormel.

A new executive set-up was elected which recognizes the remarkable group of young men, headed by Jay Hormel, who have helped to bring this meat packing organization to the high and unique place it occupies today in the industry and in the food world.

At a meeting of the board of directors of George A. Hormel & Company, Austin, Minn., on November 19, Jay C. Hormel was elected president of the company, and George A. Hormel became chairman of the board. Ben F. Hormel was elected senior vice-president; R. H. Daigneau, vice-president for the abattoir division of the company; H. H. Corey vice-president for the packing division; E. N. Sturman vice-president for the "flavor-sealed" division. John G. Hormel and M. F. Dugan continue as secretary and treasurer, respectively.

Youth and Experience.

As George A. Hormel pointed out, the feature of the Hormel organization has been "an unusual combination of youth and experience.

"The officers and other executives in the management group," Mr. Hormel said, "consist of 21 men who average 13 years in the service of this company, thus giving them a substantial background of experience. On the other hand, their average age is only 35, thus promising many years of future service of this same management group."

The Hormel business has been di-

vided into three major divisions. "Ten years ago," Mr. Hormel said, "it was within the power of one man to keep in detailed daily touch with the buying, manufacturing and selling activities of the company, and to coordinate the one with the other. Now we have these three divisions, each of which involves buying, manufacturing and selling activities sufficient to require its own general manager.

"Thus today an administration group has to do with the financial and administrative control, together with three operating groups. The abattoir division includes the buying of livestock and the sale of the bulk of meat therefrom. The packing division consists of the buying of bulk meats from our own abattoir or elsewhere, converting these meats into finished products, and distributing them to the retail trade. The flavor-sealed division has to do with the buying, manufacture and sale of our flavor-sealed products."

PUT OVER THE TRADE CODE.

In connection with the approval by the Secretary of Agriculture of the code of trade practices adopted by the packing industry on October 22, President Woods reminds members of the Institute of American Meat Packers that the adoption of this code followed the sponsorship by the Commission on Elimination of Waste of a program to outlaw or prevent, by agreement, certain unfair and uneconomic practices. The Chairman of the commission is F. Edson White. The director of the Institute department charged with the

servicing of the commission is H. R. Davison.

"In its work," adds Mr. Woods, "the Commission was assisted not only by its own members-at-large and members of specific sections of the commission, but also—and very courageously—by the Committee on Distribution Problems. To the chairman and the whole group appreciation is due.

"When the commission had formulated tentative recommendations, it invited and received the suggestions of members and non-members at meetings held all over the country. The cooperation and leadership of the regional and divisional chairmen were exceedingly valuable in arranging these meetings.

"All of the work just mentioned led up to the result of the trade practice conference at the Drake Hotel on October 22. For calling and holding this constructive conference of packers, both members and non-members, the industry owes its appreciation to Secretary Hyde and Dr. John R. Mohler, Chief of the Bureau of Animal Industry."

The Commission on Elimination of Waste includes the following:

Chairman, F. Edson White, Armour and Company, Chicago; members-at-large: M. F. Cudahy, Cudahy Brothers Co., Cudahy, Wis.; B. C. Dickinson, Louis Burk, Inc., Philadelphia; C. J. Faulkner, Jr., Armour and Company, Chicago; Frank M. Firor, Adolf Gobel, Inc., Brooklyn, N. Y.; Jay C. Hormel, George A. Hormel & Co., Austin, Minn.; Oscar G. Mayer, Oscar Mayer & Co., Inc., Chicago; Myron McMillan, J. T. McMillan Co., St. Paul, Minn.; J. P. Murphy, Blainey-Murphy Co., Denver, Colo.; Henry Neuhoif, Neuhoif Packing Co., Nashville, Tenn.; John W. Rath, Rath Packing Co., Waterloo, Iowa; John Roberts, Miller & Hart, Chicago; G. C. Shepard, Cudahy Packing Co., Chicago; Thomas E. Wilson, Wilson & Company, Chicago.

The Section on Wastes in Raw Materials and Supplies includes R. W. Carter and Joseph B. Rogers, Swift & Company, Chicago, and Willard C. White, Armour and Company, Chicago. The Section on Wastes in Plant Operations included R. F. Eagle, Wilson & Company, Chicago; H. P. Henschien, Chicago, and H. J. Koenig, Armour and Company, Chicago. The Section on Wastes in Accounting and Finance comprised L. B. Dorr, Jacob Dold Packing Company, Buffalo, N. Y., and G. M. Pelton, Swift & Company, Chicago. The Section on Wastes in Distributing and Selling included I. M. Hoagland, Armour and Company, Chicago, and A. A. Millett, Swift & Company, Chicago.

The Committee on Distribution Problems is made up of I. M. Hoagland, Chairman, Armour and Company, Chicago; B. A. Braun, Jacob Dold Packing Co., Buffalo; T. P. Breslin, Standard Packing Co., Los Angeles; L. E. Deming, St. Louis Independent Packing Co.; W. F. DuBois, Jos. Phillips Co., Washington; C. J. Faulkner, Jr., Armour and

(Continued on page 47.)



THEIR WORK RECOGNIZED IN TITLES GIVEN THEM.

Three Hormel executives who have grown up with the company and helped to make it what it is. They were made vice presidents at the recent annual stockholders' meeting.

Left to right: E. N. Sturman, vice president Flavor Sealed division; R. H. Daigneau, vice president abattoir division; H. H. Corey, vice president packing division.

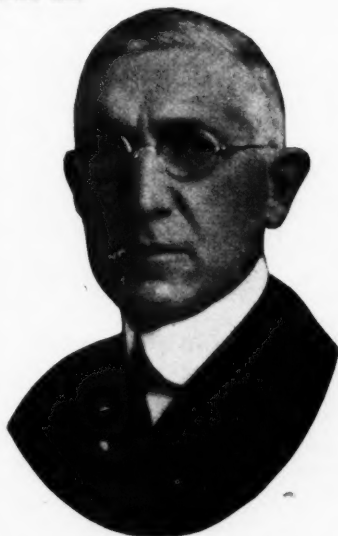
The photograph was taken by THE NATIONAL PROVISIONER at the packers' convention of 1928.

Hormel Doubles Volume and Profits Every Five Years

First of the meat packers' annual financial reports to be made public discloses a unique fact.

A study of Hormel statistics indicates that this company has doubled its business and profits every five years.

A net profit of \$2,217,397.41 is reported by George A. Hormel & Co. for the fiscal year ended October 26, 1929, on sales totaling \$40,047,231.40. This is after deducting all interest, depreciation and taxes, including federal income tax.



GEORGE A. HORMEL.

Who retires as president to become chairman of the board of Geo. A. Hormel & Co., Austin, Minn.

Both the sales and the net profit are the largest in the history of the company, the profits exceeding the best previous year by \$858,257.32. The net surplus of the company at the close of the fiscal year was \$3,347,922.13.

After preferred stock dividends, which total \$1,659,800.00, the earnings applicable to common stock were \$4.88 per share on the average number of shares outstanding during the year.

In commenting on these earnings, and on the present policy of the company, George A. Hormel, chairman of the board of directors, said:

"These earnings are especially notable in view of the fact that the last months of our fiscal year were marked by a drastic decline in the value of packinghouse products.

Profits Double Every 5 Years.

"In anticipation of the requirements of further expansion of the company's business, 60,000 shares of treasury stock have been issued and sold to the

public. The proceeds of this sale of stock, which were available only during the last few days of the fiscal year, will not only materially reduce the interest charges of the company in the future, but should otherwise contribute to its earning power.

"During these 37 years the business and the profits of the company have tended to double every five years with such regularity that this rate of growth has become rather a tradition to us. The past year's performance seems to indicate that this rate of growth is still being maintained.

"In the early days, to double every five years was chiefly a question of overcoming the handicaps of financial embarrassment and inadequate facilities. Since practically all of the earnings of the company have been left in the business, these difficulties have disappeared. Today the company is adequately financed, and has facilities second to none in the packing industry.

Which Policy to Follow.

"It was in 1922 that this process of doubling every five years first produced a volume of one million animals slaughtered in a year's time.

"It became apparent that the future growth must choose between two courses—either the establishment of other abattoirs located in other livestock-producing areas, or the refinement and extension of the number of products for which the company already had its raw material, together with the manufacture of other products which could be merchandised through our same selling organization.

"This latter policy was adopted, and has been strictly followed. Under it the organization has devoted its attention to the development of more finished products and new products from the farms in that territory from which we were already drawing our supplies.

"In 1927, after carrying the responsibility for the management of the company for 35 years, I found myself tiring from the ceaseless and exacting attention to details of every-day operation. The wisest course was to safeguard my health by retiring from the active management of the business and holding myself available in rather an advisory capacity, and thus giving me an opportunity to see whether the organization could function on its own."

New Organization Plan.

Mr. Hormel pointed to the rapid growth of the business, which called for its division into an administrative group which has to do with the financial and administrative control of the company and three operating groups—abattoir, packing and "flavor-sealed"—each with a general manager of its own.

Under this arrangement and this management the current results have been attained. As a result officers were elected to conform to this plan and to recognize by proper title the

men who have had so much to do with the building up of the business.

The present situation and the plans and outlook in the future were summed up by Mr. Hormel as follows:

"There are those who hold that the recent stock market deflation will have an unfavorable effect upon general business. Even if this be true, a business in an essential and basic food industry should not suffer materially.

Plans for the Future.

"It is the habit of this organization to formulate its policies along very conservative lines. Even though the company is unusually aggressive in reaching out after new business and new processes, its procedure is habitually careful and sound.

"Always a leader in merchandising methods and in seeking a higher standard of quality in our products, the company has now, in addition, a decidedly effective research organization. There are now under development new products and new processes which seem to promise much for the future growth of the company.

"There is under construction an addition to the general office, which will contribute to the efficiency of the office staff, and there are just being com-



JAY C. HORMEL.

Elected president of Geo. A. Hormel & Co. He is a vice chairman of the Institute of American Meat Packers.

pleted valuable additions to manufacturing facilities, additions which will permit greater economy and efficiency as well as increased production.

"Although the most notable success of the company during the past two years has been the development of Flavor-Sealed products, there have also been substantial developments in the other two divisions of the business, both of which have made their contribution to the increase in the company's earnings.

Young and Virile Organization.

"Although this is largely due to the

character of the work done by the men in these divisions, our regular packing-house products have perhaps enjoyed a certain reflected benefit from the extensive advertising of Flavor-Sealed products which has established our name among the leading food advertisers, and which has contributed much to that item of good will which is so valuable to a business, but which we have never carried on our balance sheet.

"As I assume the chairmanship of your board of directors, I contemplate the potential force of the organization that is managing this business. It is young and compact and energetic. We are comfortably financed. We have no funded debt. Our facilities are excellent. Our brands are well known, and our advertising is constantly building for us a good will and public acceptance which must promise a continued and growing demand for our products. We have drafted science to our service, and are doing effective research work.

"Our contribution to better merchandising methods makes us leaders of that field in our industry. Certainly, there is every indication that Geo. A. Hormel & Company will maintain its position in the packing business, will continue its rate of earnings and growth, and will reach out to new accomplishments and new successes beyond anything the past has seen."

The Balance Sheet.

The condensed consolidated balance sheet of Geo. A. Hormel & Co. and domestic subsidiaries as of October 26, 1929, is as follows:

ASSETS.	
CURRENT ASSETS:	
Cash	\$ 904,578.27
Accounts receivable — Customers (less reserve for doubtful accounts, \$15,000.00)	1,454,311.31
Finished goods, goods in process, materials, and supplies—Less drafts against consignments, \$652,250.36 (company's valuation, based on physical inventory; valued at \$175,632.84 less than market at October 26, 1929; not verified under audit as to quantities)	6,333,779.90
Total current assets	\$ 8,692,669.48
PLANT PROPERTY—AT COST:	
Land	\$ 100,967.42
Buildings, machinery, and equipment (less reserve for depreciation, \$869,132.44)	3,334,558.81
Net plant property	3,435,526.23
SUNDRY ASSETS:	
Investment in affiliated company not consolidated	\$ 119,531.69
Compensation insurance fund (Treasury stock—Preferred)	10,000.00
Other investments—At cost (less reserve, \$15,000.00)	206,804.19
Sundry notes, accounts, advances, etc.	85,707.02
Real estate—Other than plant	146,141.51
Total sundry assets	568,184.41
Prepaid expenses	71,508.77
Deferred Advertising	132,848.51
Total	\$12,900,737.40

LIABILITIES.

CURRENT LIABILITIES:	
Notes payable	\$ 750,000.00
Accounts payable and customers' credit balances	308,888.00
Accrued interest, expenses, bonuses, and taxes (including Federal income tax)	438,064.24
Dividends payable	
November 15, 1929:	
On preferred capital stock	29,144.50
On common capital stock	240,972.00
Total current liabilities	\$ 1,773,068.74
RESERVES:	
For compensation insurance	\$ 83,931.56
For contingencies	20,000.00
Total reserves	108,931.56
CAPITAL:	
Preferred capital stock—Cumulative (authorized, 50,000 of \$100.00 each):	
Class A—0% (outstanding, 14,500 shares)	1,455,300.00
Class B—7% (outstanding, 1,045 shares)	104,500.00
Common capital stock (authorized, 500,000 shares without par value; outstanding, 493,944 shares, 1,058 110 shares in treasury)	6,111,014.97
Surplus, per accompanying summary of income and profit and loss	3,347,922.13
Total capital	11,018,737.10
Total	\$12,900,737.40

Summary of Income and Profit and Loss.

Gross Sales	\$40,047,231.40
DEDUCT:	
Returns and allowances	\$ 82,730.27
Freight and express outward	1,744,289.06
Net sales	\$38,220,212.07
Cost of product sold, selling and administrative expenses, and other charges, net (excluding depreciation and interest)	35,266,631.77
Net income before depreciation, interest, and Federal income tax	\$ 2,953,580.30
DEDUCT:	
Depreciation	\$ 219,511.83
Interest paid—Net	206,671.06
Provision for Federal income tax	310,000.00
Net income	\$ 2,217,397.41
Dividends on preferred capital stock	94,871.23
Net earnings applicable to common capital stock	\$ 2,122,526.18
Initial surplus, October 29, 1928	2,144,608.42
OTHER PROFIT AND LOSS CREDITS:	
Reduction of reserve for investments	43,468.30
Recoveries on assets previously written off	6,000.00
Gross surplus	\$ 4,316,662.90
PROFIT AND LOSS CHARGES:	
Dividends on common capital stock:	
Paid	\$ 649,420.34
Payable November 15, 1929	246,972.00
Creation of reserves for doubtful accounts and contingencies	40,000.00
Organization expense written off	13,401.72
Miscellaneous	18,946.71
Surplus, October 26, 1929	\$ 3,347,922.13

FINANCIAL NOTES.

The sales volume of Hygrade Food Products Co. is reported to be considerably ahead of last year. The spread between raw material and finished product prices maintains a normal level, and the present earnings of the company are showing an upward tendency equaling the expectations of the management, it is said. Cash on hand on October 31 exceeded \$1,000,000, with a total bank debt of \$750,000,000.

Returns on operations of the Cudahy Packing Co. for the year just ended will equal those of either of the two previous years, E. A. Cudahy, chairman of the board, said in a statement issued last week. Mr. Cudahy added that after paying the full year's dividends there will still remain something for surplus. The outstanding common stock of the company was increased by 42,490 shares during the year to 467,390, thereby increasing the common dividend requirements, based on the present rate of \$4, by \$169,960.

A preferred stock dividend of \$3.50 per share was declared by the board of directors of Libby, McNeill & Libby at a meeting held in Chicago, November 21, 1929. This dividend is payable January 1, 1930, to shareholders of record at the close of business December 20, 1929. The annual meeting of the shareholders of the company will be held at Portland, Maine, January 9, 1930. For this purpose the stock transfer books of the company were ordered closed at 5.00 p.m. on December 20, 1929, to remain closed January 10, 1930.

PACKER AND FOOD STOCKS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on Nov. 20, 1929, or nearest previous date, together with number of shares dealt in during the week, and closing prices on Nov. 13, or nearest previous date:

	Sales.		High.		Low.		—Close—	
	Week ended		Nov. 20—		Nov. 20—		Nov. 13.	
Amal. Leather.	800	2½	2½	2½	2½	2½	37½	
Do Pfd.	400	20½	20½	20½	20½	20½	29	
Amer. H. & L.	1,500	3½	3½	3½	3½	3½	5	
Do Pfd.	1,400	26½	26½	26½	26½	26½	25	
Amer. Stores.	3,300	40½	40½	40½	40½	40½	40	
Armour A.	7,600	8½	8½	8½	8½	8½	5½	
Do B.	24,300	3½	3½	3½	3½	3½	3	
Do Pfd.	2,200	63	61½	61½	63	63	59	
Do Del. Pfd.	1,400	79	79	79	79	79	75	
Barnett Pack.	630	4	4	4	4	4	4	
Beechmont Pack.	2,800	69	68	69	69	69	45	
Chick. C. Oil.	4,100	29½	29½	29½	29½	29½	27½	
Childs Co.	3,600	54½	53	54½	54½	54½	48	
Cudahy Pack.	11,000	42½	41½	42½	42½	42½	38½	
First Nat. Strs.	33,400	56½	55½	56½	55½	55½	47½	
Gen. Food	127,200	50½	48½	50½	48½	48½	39½	
Gobel Co.	15,900	15½	15½	15½	15½	15½	9½	
Gt. A. & P. 1st Pfd.	290	115½	115½	115½	115½	115½	115½	
Do new.	980	220	219	220	220	220	188½	
Hormel, G. A.	200	40	40	40	40	40	40	
Hygrade Food.	4,300	12½	12	12½	12	12½	10	
Kroger G. & B.	43,300	20½	20½	20½	20½	20½	38½	
Libby McNeill.	10,950	15	17½	15	17½	15	15	
MacMarr Strs.	800	4½	4½	4½	4½	4½	24	
Oscar Mayer	100	11	11	11	11	11	11	
M. & H. Pfd.	500	38½	38½	38½	38½	38½	38½	
Morrell & Co.	900	59	59	59	59	59	55	
Natl. P. Fr. A.	800	20½	20½	20½	20½	20½	...	
Do B.	700	5	5	5	5	5	4½	
Nat. Leather.	1,100	2½	2½	2½	2½	2½	2½	
Nat. Tea	13,100	39½	37	39½	37	39½	33	
Proc. & Gamb.	19,000	60	59	60	59	60	45	
Rath Pack.	300	24	24	24	24	24	24	
Safeway Strs.	20,200	113	109½	113	109½	113	94	
Do 6% Pfd.	180	94½	94½	94½	94½	94½	92½	
Do 7% Pfd.	180	102	102	102	102	102	101	
Strauss-R. Strs.	100	15½	15½	15½	15½	15½	10½	
Swift & Co.	4,000	126½	126	126½	126	126½	123	
Do Intl.	9,000	29½	29	29½	29	29½	27½	
Trunz Pork	800	24½	24½	24½	24½	24½	20	
U. S. Leather.	7,600	12	11½	12	11½	12	6	
Do A.	4,800	18½	18½	18½	18½	18½	15	
Do Pfd.	600	90	90	90	90	90	91	
Wesson Oil	5,200	20½	20	20½	20	20½	22	
Do Pfd.	5,300	52½	52	52½	52	52½	50½	
Wilson & Co.	1,500	4	4	4	4	4	8½	
Do A.	5,300	7½	7	7½	7	7½	6½	
Do Pfd.	1,700	40½	40½	40½	40½	40½	37½	

Watch "Wanted" page for bargains.

THE NATIONAL Provisioner

Chicago and New York

Member

Audit Bureau of Circulations
Associated Business Papers, Inc.

OFFICIAL ORGAN INSTITUTE OF
AMERICAN MEAT PACKERS

Published Weekly by The National Provisioner,
Inc. (Incorporated Under the Laws of
the State of New York) at 407 So.
Dearborn Street, Chicago

OTTO V. SCHRECK, President.
PAUL I. ALDRICH, Vice President.
OSCAR H. CILLIS, Sec. and Treas.

PAUL I. ALDRICH, Editor and Manager

GENERAL OFFICES

Old Colony Bldg., 407 So. Dearborn St.,
CHICAGO, ILL.
Telephone Wabash 0742, 0743, 0744.
Cable Address "Stimpon," Chicago.

EASTERN OFFICES.

55 West 42d St., New York
Telephone Chickerling 3139

PACIFIC COAST OFFICE.

681 Market Street, San Francisco, Calif.
NORMAN C. NOURSE, Mgr.

TERMS OF SUBSCRIPTION INVARIABLY IN ADVANCE, POSTAGE PREPAID.

United States.....	\$3.00
Canada	4.00
All Foreign Countries in the Postal Union, per year.....	5.00
Single or Extra Copies, each.....	.10
Back Numbers, each.....	.25

Business Can Go Forward

The disturbing influence of high money rates—which has been such a costly feature in the operation of the packing industry during the past year, as well as a retarding influence in many other lines of business—has been removed with the puncturing of the stock market bubble.

Even though the collapse of the market—with its accompanying elimination of fortunes on paper—has left a certain hysteria in its wake, there seems little question but that business will be in position to go forward with more certainty, if with somewhat less speed, than has characterized the situation for many months past.

Meat packing finds itself in a particularly strategic situation. The sharp decline in prices of meats, provisions and lard preceded the collapse in the stock market with its subsequent bear raids. This price decline was attributable almost in its entirety to unusually large supplies of raw materials, throughout a period of normal shortage in livestock supplies.

With the fascination of the stock market removed as a distracting influence, and the return of the public generally to the serious business of the day, less money will be spent in luxuries and semi-luxuries, and a larger percentage of earnings will go into necessities.

As meat is one of the first of food necessities, this should insure a good outlet for the product of the packing industry.

All packers need to do is to obey their new trade practice code—that is, give up their bad selling habits—and they will be ready to "cash in" on the situation.

Something to Think About

Much interest has been manifested in developments that have taken place and are in prospect in the hard chilling of perishable foods, as discussed at the recent convention of the Institute of American Meat Packers.

During that convention present methods of preparing and marketing fish fillets were outlined, and possibilities of this method of conservation of perishable foods were believed to be almost unlimited.

Naturally the meat industry has been looking into this new method with considerable interest as a companion to present practices of curing and smoking, and for carrying meats from times of surplus for distribution during periods of scarcity in supplies of raw materials.

There is little reason to think—at least at present stages of development—that hard chilling will be applied to all meats. There is a well-established and well-defined public taste for all kinds of cured pork meats, and to less extent for cured beef, and the demand equals or surpasses that for all kinds of fresh meats combined.

It might be possible to adapt hard chilling to certain retail cuts of smoked meats—such as heavy hams, for example—which might be broken up into retail cuts in the packing house, thus giving a better and more profitable outlet for heavy weight wholesale cuts.

But greater possibilities exist in the packinghouse for preparation of retail cuts of meats invariably marketed fresh. This possibility looms larger

because it embraces great potential elimination of waste in distribution.

However, even after packers adopt an economical method of preparing these hard chilled fresh meat cuts, there are some very real problems of distribution to be worked out. And in the period of their solution some losses and many discouragements are to be anticipated.

In the first place, the housewife must be sold on hard chilled meats. She must know that they are standardized, that she can buy according to quality, and that she will be assured of getting that quality. Also, she must know that the hard-chilled meats are equal or superior to the fresh meat she buys.

This means a campaign of education, and one that cannot be developed or completed over night. The packing industry has many talking points regarding hard-chilled meats—economy of time for the women who attend to their buying personally, guarantee of kind and quality to the women who do their buying over the telephone, and assurance to the women who must make price a serious consideration that the hard-chilled less expensive cuts are of the same grade and quality as the most expensive within the brand she buys.

Many packers will face stumbling blocks in selling to retail meat dealers who are meat cutters also. It will take these men some time to believe that the packinghouse can relieve them profitably of a part of their burden in the retail distribution of meats; that not only will they have more time for merchandising, thus guaranteeing to themselves a greater volume and turnover, but that they will be relieved of much of the waste as a result of cutting in their own markets and the losses sustained from slow moving cuts.

Then, too, some adjustment will be necessary in the packer's own organization. He will find it necessary to lay plans for the more profitable utilization of a great quantity of edible fats, trimmings, bone, etc., to say nothing of adjusting his sales force to sell packaged cut meats as well as carcass meats and fresh commercial cuts.

These are only a few of the problems the packer must face in approaching the great new vistas in distribution opened up by this new method of conserving perishable flesh foods.

Practical Points for the Trade

(Contents of THE NATIONAL PROVISIONER are copyrighted and may not be reprinted except by permission)

How to Make Mince Meat

A West Coast packer wants to know how to make mince meat. He says:

Editor The National Provisioner:

Can you furnish me a recipe for making mince meat? Can this product be made without the use of spirits?

Formulas for the preparation of mince meat on both a large and small scale have been published on these pages of THE NATIONAL PROVISIONER, and are repeated here for the benefit of those who have not maintained a file of the magazine, or who do not keep a scrap book of recipes.

The use of spirits in the manufacture of this product for flavor and preservative purposes is desirable, and is permissible under U. S. regulations.

One Mince Meat Formula.

A very good formula for the manufacture of mince meat is as follows:

80 lbs. choice beef
80 lbs. prime beef suet
160 lbs. good apples
40 lbs. citron
20 lbs. lemon peel
20 lbs. candied orange peel
80 lbs. stoned and cleaned layer raisins
80 lbs. picked and washed currants
80 lbs. stemmed seedless raisins

The beef should be simmered until tender, cooled off over night and then chopped. The suet should be shredded, defibrinated and then chopped and the apples pared, cored and chopped. Chop the citron, lemon peel and orange peel fine.

Then chop and thoroughly mix all of these ingredients. To this should be added:

80 ground nutmegs
10 oz. coarse ground cloves
1 1/4 lbs. coarsely ground cinnamon
10 oz. coarse mace
3 lbs. salt

and the juice and rinds of 80 oranges and 80 lemons.

Chop and thoroughly mix. When mixed, cover the mass with 10 gals. each of sherry and brandy mixed, allowing the spirits to thoroughly permeate the mass, say from two to four days.

The receptacle containing this product is usually of wood, being fitted with drawoff cock at lowest point. Draw off the superfluous liquid for further use. Spread the mince meat on perforated racks and drain well, but use no pressure.

The resultant product should be high class, both in quality and flavor. Keep covered with heavy clean muslin while draining, and when ready place in packages.

If desired, the product can be processed in glass jars, in which case it should not be so thoroughly drained, only superfluous liquid being removed.

Take plenty of time in the mixing of this product, and allow the added liquor to thoroughly soak the whole mass before draining.

Another Good Formula.

The following formula should make a good grade of mince meat. It calls for only small quantities, and the seasoning specified is based on the quantity of meat given.

8 lbs. beef suet
16 lbs. lean beef
5 lbs. raisins
1 lb. currants
1 lb. citron
1 lb. lemon peel, candied
1 qt. molasses
1 gal. chopped apples
1 teaspoon of cinnamon
1 teaspoon of cloves
1 teaspoon of allspice
1/3 cup salt
1 gal. hard cider

The inquirer will note that this recipe is practically on a household scale, but the quantities can be increased to any amount desired, using twice or four times the quantity for each ingredient suggested.

Making Dry Sausage

It is only recently that these delicious products have been made to any great extent in this country. Special air conditioning apparatus is needed, as definitely controlled temperatures and humidities are essential, especially in the hanging room.

A recent illustrated article in THE NATIONAL PROVISIONER discussed operating conditions, temperatures and humidities needed to make dry sausage. It followed the product from the stuffing bench clear through to the sales end in a most complete fashion.

Reprints of this article may be had by filling out and mailing the following coupon, together with 5c in stamps.

Editor The National Provisioner,
Old Colony Bldg., Chicago, Ill.
Please send me your reprint on
"Making Dry Sausage."

I am not a subscriber to THE
NATIONAL PROVISIONER.

Name

Street

City State

5c in stamps enclosed.

Polish Roast Fresh Ham

How should roast ham be prepared for the Polish trade? An Eastern provision dealer writes as follows:

Editor The National Provisioner:

Please give us a recipe for fresh roast ham—the process, the kind of hams best suited, seasoning, forms used, and the finishing. This ham is intended for practically all Polish trade.

A fresh roast ham for the Polish trade may be prepared as follows:

Use a 12/14 lb. green ham. Take out the bone, remove the skin and take off the surplus fat. Leave about 1/2 to 3/4 in. of fat on the ham.

Mix together salt, ground black pepper and a small amount of garlic. Rub some of the mixture on the inside of the ham where the bone has been taken out.

Put the ham into a ham cooking cylinder. Some prefer the pear-shaped cylinder, although a square ham mold will do. Then cook the ham at 165 degs. temperature from 4 to 5 hours. Take out of the cook vat and put in the cooler or refrigerator over night. The next morning take the ham out of the cylinder and rub with the same mixture of salt, pepper and garlic, rubbing this all over the ham.

Then put in the bake oven and bake from 1 1/2 to 2 hours at 250 to 300 degs. temperature. When cooked and cooled, the hams should be held in a storage temperature of 45 to 50 degs.

Hog Hair from Small Kill

Does it pay to save hog hair from a small kill? A packer writes as follows regarding this:

Editor The National Provisioner:

What is the general practice of the small packer in disposing of his hog hair? Is it common to field dry and bail? Our kill is around 200 hogs per week. Would it pay us to attempt to reclaim and market this quantity?

Only about 1/2 to 3/4 of a pound of dried hair is produced per hog. This would mean a yield of hair of only 100 to 150 lbs. per week, and probably even less if it were field dried, as there is a good deal of waste in this method of preparation.

At the current market price of 2 to 3 cents per pound for coil-dried and field-dried hair this would make a small weekly yield, and would hardly pay for handling, storing and marketing.

Perhaps the best disposition of this small quantity of hair is to burn it. It should not be put in the tankage, as it is very undesirable in either feeding or fertilizer tankage.

Holding Sausage Color

Some directions for maintaining color in sausage appeared in THE NATIONAL PROVISIONER of November 16. A sausagemaker of long experience supplements these suggestions with additional ones as given below. He says: Editor THE NATIONAL PROVISIONER:

Referring to your article on "Holding Sausage Color". Again we want to say that sausagemakers should get rid of the idea that smoking alone gives color.

Color is derived largely in the handling of the meat. As a rule meats for sausage are so handled that they absorb a good portion of water, particularly during the mixing process, and this water has a tendency to reduce color, making the meat look gray.

This is only temporary, and the color should return if proper seasoning and curing materials are used and time is allowed for color to develop. Usually the manufacture is rapid from the mixer to the stuffed sausage. After stuffing the sausage is cold and has little color, as the meat has not had time to cure and take on color.

Care in Smoking Helps Color.

Therefore when the sausage goes into the smokehouse there should not be too much heat, and there should be no smoke, so the casing will dry off and the meat become heated when the salt will begin to act restoring the color to the meats.

Then if the casing has become dried, and has not become discolored as the result of smoke, it should be transparent, allowing the color of the meats to appear, which is the true sausage color.

Color really depends upon the clearness and transparency of the casing. Heavy smoke, too hot a fire, cold meats, wet casings, stagnation, overfilling, poor draft—all these should be avoided at the start, so as to clear the casing, as this is most important for good color.

But with all these precautions perhaps the main question is, *was the beef used in the sausage in the best of condition?*

If the beef is not right, and does not have sufficient binding qualities to absorb the water and fats added, then the color will suffer.

Finally, it should be remembered that while all meats may have been rightly cured before processing, yet after they have been subjected to grinding and mixing and the addition of water all this has been changed, and original color must be restored by the handling methods above described.

Very truly yours,

LOUIS F. BUSCH.

Watch the "Wanted" page for bargains.

ONE OR TWO KILLING GANGS?

(Continued from page 22.)

"And this condition is one of the things that we want to make sure we don't have to contend with in the new place. It makes me sore when I see how crowded we are, and then see these departments idle more than half the time. If I could operate in each department the full day, I would have barrels of room, Tom, and I could save all products and work out lots of things to so much better advantage and increase our efficiency and our profits."

"Yes, Dick, I see your point. It certainly doesn't make for efficiency to be cramped up too much. Lots of things have to be handled twice. I've noticed that; and, as you say, each of the departments lying idle the better part of the day. It does make it look like there is a lot of unnecessary rush and crowding about the handling of our kill and cut."

"But, Dick, have you given due consideration to the extra expenses involved in operating two gangs? Right off the bat you will need another foreman. That's double on this item. We are paying Jenkins \$60 per week now, and I suppose the new man will call for about the same."

An Extra Foreman for Nothing!

"I've got that all doped out, Tom. And the funny part of it is that the extra foreman isn't going to cost us a penny. On the other hand, I figure he is going to make us quite a bit of money."

"Isn't going to cost us a penny and going to make us a lot of money? Dick, are you having a pipe dream? What do you mean?"

"Just what I said, Tom. You know we employ 100 men and women in our cutting and trimming gang, and that after the cutting operations this same gang is transferred to the killing department to handle the kill and warm offal. Well, the average hourly rate on this gang is 50c; 100 times 50c equals \$50 per hour, cost of gang."

"Now I have fought for years to keep down the waste time on this daily change from cut to kill, and the best I can do is change in 15 minutes—and I expect that when I am not on their heels it often takes longer."

"So you can easily see that when we operate two gangs we eliminate this change over and lost time—amounting, at the very least, to \$12.50 per day—and here is where we save the money to pay our extra foreman. In other words, he costs us nothing."

Supervision Is Important.

"Now I said he was going to make us a lot of money, and why? Because after my investigation, and as I said, since looking at this matter from my new slant, I am absolutely convinced that we have been woefully weak on supervision."

"In fact, we have been penny wise and pound foolish in expecting one foreman with a working assistant to supervise the work of 100 people in the breaking up of our raw material. This, with what little chance I get to view the work, is all the supervision these very important operations get."

"Why, Tom, do you realize that lots of days when other departments need

my attention that I may not view the cutting operations at all, because the hogs are cut up so quickly that by the time I can get around they are going on the kill?"

"Yes, Dick, it looks like we have been wrong on the matter of supervision all right, and you have certainly made your points with me so far. I am sold on the idea of operating two gangs at all times—unless, during a slack period, should our volume fall so low that we can't give our gangs decent hours, then I would say we could make one small gang during the slack period."

Power Cost Increase Is Small.

"There is only one other item I would like to know about. How about increased power cost in longer operating?"

"Well, Tom, on that score you need not worry either. I have gone over that thoroughly with Chief Williams, and here are his figures, reduced to an hourly basis:

KILLING DEPARTMENT.

	Cost per hour.
Power with electricity @ 1c K. W. ....	.45
Hot water and steam with coal, \$4 per ton.	2.00
Water @ 8c per 1,000 gal. ....	.96
Lights ..... ..	.10
Oil for slinger @ 10c per gal. ....	.50
Total for hog kill and offal.	\$4.01

CUTTING AND TRIMMING DEPARTMENTS.

Power ..... ..	.25
Lights ..... ..	.10
Total on cutting.	\$.35

"This makes the cost \$4.36 per hour for both departments, or a per hog cost of .0145c on 300 hogs per hour. All of these figures are generously safe, and if we run two gangs, thereby doubling our operating time, we will figure that we automatically double this figure, making it .029c per hog, although as a matter of fact we will not actually double in every case."

"Dick, those figures are an eye-opener to me. I always was under the impression that the power, light and water were much larger items than those figures show them to be."

Power Item Is Negligible.

"Yes, Tom, so they were to me. And when you compare them to some of the losses we sustain through unnecessary speed and crowded conditions, they will appear as a drop in the bucket."

"When I stop to think that one operator leaving a comparatively small piece of meat on the head, for instance—instead of on the carcass where it belongs—loses us more money than our power, light and water bill for the department amounts to, it scares me!"

"I am determined to leave nothing undone that will make for better yield. I know that when I put a man on a job and leave him there, I can count on getting better work done than I can by changing him around from job to job. I know—I used to be a butcher myself."

"All right, Dick, you win. Less than one and one-half cent per hog is a darn small item to worry about compared to the advantages you have outlined."

"You tell that architect that our policy will be to operate two gangs, and that a nice, compact, efficiently-planned layout for 300 hogs per hour will be just right for our 2,000-hog-per-day plant."

EDITOR'S NOTE.—The next article in this series will discuss 24- vs. 48-hour chill for hogs.

What Burns Before It's Smoked?

- Q. What burns before it's smoked?
- A. An unprotected ham or belly.
- Q. Unprotected in what way?
- A. Either improper wrapping or no wrapping at all when the meat is placed in the freezer.
- Q. How can this cause burns?
- A. Air is constantly circulating in the freezer. Portions of meat that protrude are attacked and dehydrated.
- Q. What effect has this on the meat?
- A. It attacks the quality. Quality is today's byword. It must be protected.
- Q. How can meats be protected against these "freezer burns?"
- A. By wrapping these meats in H.P.S. Freezerwrap, they're insured against burns.
- Q. Is this paper expensive?
- A. No. On the contrary, it pays for itself many times over in a short time.
- Q. Who uses Freezerwrap?
- A. Many of America's most important packers—among them Swift & Company, Armour and Company, Kingan & Company, Hammond Standish & Company and T. M. Sinclair & Company, Ltd.
- Q. Where can I get samples and prices for my requirements?
- A. Simply drop a line to the undersigned.

H.P.S.
Oiled and Waxed
PACKERS' PAPERS

H. P. Smith Paper Company

1138 West 37th Street
Chicago, Illinois

A Page for the Packer Salesman

Overselling the Customer Loses Good Will and Confidence Is Never Good Business

Some meat salesmen find it comparatively easy to make their first sale to a new customer, but difficult to make the second.

Why is this?

Evidently there is a reason. The wise salesman will try to find it. When he has done this he can then find ways and means to correct it.

This is what one salesman did. What he found and what he did is told in the following letter.

He says:

Editor THE NATIONAL PROVISIONER:

I wonder how many meat salesmen have noticed that it is comparatively easy to sell a new customer on the first call, but difficult to sell him the second order? When the salesman has secured this second order he can feel pretty sure that, with proper treatment, he can keep a share of the retailer's business.

The difficult of getting the second order used to worry me when I was new to the game. I could approach the prospect with a great deal of confidence and sell him in a fair proportion of cases, but I used to dread the second call. The second order disposed of, my confidence returned, and thereafter I could meet him and talk to him like I had known him all my life.

Found Out the Reason.

Finally it occurred to me that it might pay to do a little investigating and attempt to find out why the second sale was more difficult than the first. I knew that if I could find the reason or reasons there was a possibility that I could better my batting average.

Briefly, I found the trouble was with me and not the customer. I went to him the first time full of enthusiasm, and all too often I oversold him, if not in merchandise then on the merits of my house, the quality of its products, the character of its service and its general progressiveness.

This was poor policy. When the customer has received the merchandise and had tested its quality, he found it probably was better than some merchandise he had bought previously, but that it was nothing to rave about.

The goods arrived when he expected them and the service was good; but it was no better than he had a right to expect and which he could have had from many other packers.



And, although he had nothing to complain about and was perfectly satisfied in every way, his confidence in me was just a little bit shattered. He was sure that I did not lie to him, but he was not sure that I might have been a little more conservative. In other words he was not just sure how far I would go in my enthusiasm and willingness to serve him.

Changed His Sales Tactics.

When this fact got home to me I

The Sales Manager says:

Extracts from letters written by a wide-awake young packer sales manager to his men.

SELLING WRAPPED FRESH MEATS.

Wrapped and packaged quick-frozen meats may soon be stable merchandise. Are you getting your customers in a receptive mind regarding them? Are you paying the way to dispose of a goodly tonnage of them when we have them on the market? Better get busy!

Wrapped and packaged quick-frozen meats will take the retailer out of the butcher class and put him in the merchant class.

They will enable him to turn over his capital more times during the year. His investment will be less.

His waste due to trim and shrink will be less.

He will be able to do business with a smaller expense for labor.

He will be able to deliver better merchandise to his customers.

These advantages from a merchant-seller standpoint should cause him to think. And to get him to think about wrapped and packaged quick-frozen meats is the important thing at this time. If he gives enough thought to them he will see eventually the advantages in stocking and pushing them.

Even if this merchandise is not on the market as yet, it is not too early to begin selling it.

READY RAPPED RALPH.

changed by tactics. I still believe my house makes the best goods, that its prices are right and that it will go as far as any packer to keep the customer satisfied, but I put on the brakes when talking with a new customer and trying to make my first sale to him. I stick to the truth, and if anything I underdo the job instead of overdoing it. I lose some sales and some customers, perhaps, but on the other hand I establish a brand of confidence I never could get with the other tactics.

And, it was not difficult for me to approach the customer the second time. The making of the second sale is now no more difficult than the first. The trouble, you see, was largely a state of mind and an over-enthusiasm to add another account to the books.

Overselling does not pay. This applies to merchandise as well as to statements made. Have strict regard for the truth. Unless the salesman can win the confidence of his customers he will never get very far.

Yours truly,

MEAT SALESMAN.

WHEN THE SALES TALK WILTS.

In the game of golf, there's the man who takes his lessons on the tenth floor of the department store and develops an A-1 stroke. He goes out to the first tee and clips the heads off the dandelions in perfect form. But when he steps up on the tee to start a real game he forgets all he ever knew and tops the ball as per usual.

In baseball, there's the pitcher who can put nine balls out of ten over the center of the plate and can clip the corners with the best of them while he's warming up, but when the game starts he is as wild as ever.

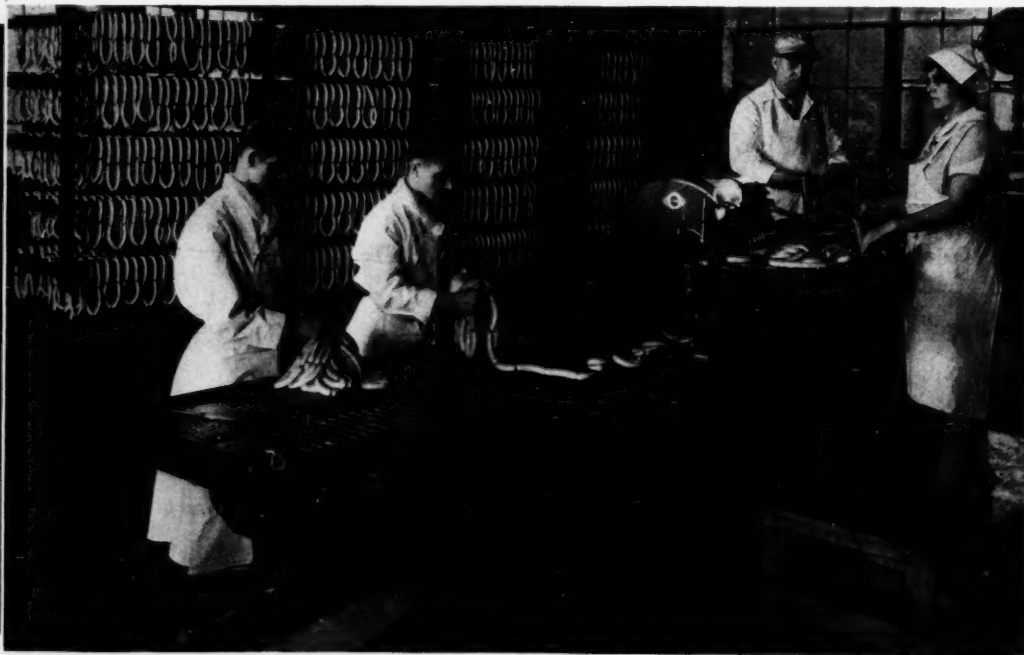
There are some salesmen pretty much like these. On the way to the dealer's store they figure out a dandy little bit of patter to hand the dealer, a line that ought to get a good order, but the story never gets told.

Too often, after a good start, the dealer breaks in with a couple of comments and the salesman loses his stuff. Some men wilt as soon as they face the dealer and never even start their talk. This happens often to young salesmen whose experience is limited.—Meat Trade Topics.

Good salesmanship is more than selling a customer what he wants. It also consists in teaching him what to want.

*"After Thorough Tests,
We Have Decided to Keep Your Linker,
It is a Wonderful Machine, Mr Cohn."*

-----W.H. Gausselin



By Kind Permission of Mr. Gausselin, Sec.-Treas. of
MUTUAL SAUSAGE CO.
 3247-3261 West 47th Street,
CHICAGO, ILL.

You Are Invited to See Our Machine in Their Plant

AUTOMATIC LINKER, INC.

125 West 45th St.,

PHONE: BRYANT 9048



New York . N. Y.

FACTORY: NEWARK, N. J.

"Our Customers Are Our Best Salesmen"

Provision and Lard Markets

WEEKLY REVIEW

Prices Improved—Hogs Firmer—Better Cash Demand—Stocks Smaller—Exports Fair.

The market has shown quite a distinct improvement in price from the low figures which were made during the liquidation on the stock collapse, and there has been evidence of a considerable confidence in the general situation.

There has also been quite an improvement in the shipping demand, and there has been evidence of more confident buying by shippers and packers. The feeling is showing promise of a continuation of maintained business. The very encouraging reports from Washington as to the attitude of the industrial leaders of the country in co-operating with President Hoover in the efforts to overcome the effects of the stock panic, are having an influence in the product market.

The belief that employment may not be changed materially by the Wall Street conditions is giving confidence in all lines of trade, and in the product market it is beginning to be reflected in a belief that with maintained employment there will be very little change in the consumption of meats and meat products.

Livestock Movement Heavy.

The movement of livestock the past week was well maintained. Receipts of hogs were nearly up to last year and were in excess of the previous week. Cattle receipts were about the average, but of sheep there was a distinct falling off. The total receipts of hogs since the end of October have been only 12,000 less than a year ago at the principal points, and the average price of hogs has been fairly well maintained.

The market has gained a little in tone and the current level is just about as it was a year ago. It is better than 2 years, but under the average of 3 years ago. The weight of hogs moving is slightly below the recent weights but compares very favorably with last year. The movement figures of the week do not indicate any particular change in the situation.

The figures for October at the principal markets show a very liberal movement, particularly compared with the average. The increase in the hogs receipts in October, 1929, over October a year ago was 7,877. Compared with the 5-year average, the increase was 204,927. The local slaughter showed an increase of 163,199 compared with the 5-year average.

There was also a distinct increase in the receipts and the slaughter of sheep. The October total was 4,091,238, an increase of 669,643 over the 5-year average. The slaughter showed an increase of 223,265 over the 5-year average. On the other hand, there was a decrease in the receipts of cattle and calves. Cattle receipts decreased 130,553 compared with a year ago. Compared with the 5-year average the decrease was 252,097. There was a decrease in the local slaughter of 133,655. It is rather interesting that there was a general in-

crease in the shipments of livestock from these points, excepting in the case of cattle and calves.

Lard Stocks Decrease.

The mid-month stock of provisions at Chicago showed a decrease in lard of 17,600,000 lbs., and a decrease in meats. The decrease in the meat supply was, however, rather small. The total stock of lard is about 8,000,000 lbs. over a year ago.

The monthly statement of the total stocks of product in storage November 1 show an increase of 83,000,000 lbs. over last year and an increase of 91,000,000 over the 5-year average. Stocks of lard are 16,000,000 lbs. over last year and 40,000,000 lbs. over the 5-year average.

Total meats, 630,716,000 lbs., compared with 547,718,000 lbs. November 1, 1928, and a 5-year average of 531,082,000 pounds.

PORK—The market was quiet and steady. Mess was quoted at \$28.50; family, \$33.00@35.00; fat backs, \$22.00@26.00.

BEEF—The market at New York was quiet and steady, with prices about unchanged. Mess was quoted at \$25.00; packet, \$25.00@27.00; family, \$27.00@28.50; extra India mess, \$3.10; No. 2, 6 lbs. South American, \$16.75; pickled tongues, \$75.00@80.00 per barrel.

LARD—Domestic trade was fair, with export demand reported quiet. At New York, prime western was quoted at \$11.00@11.10; middle western, \$10.90@11.00; city, 10½@10¾; refined continent, 11½¢; South America, 11½¢; Brazil kegs, 12½¢; compound, car lots, 10½¢; less than cars, 11¢.

At Chicago, regular lard in round lots was quoted at December price; loose lard, 12½¢ under December; leaf lard, 32½¢ under December.

See page 40 for later markets.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at New York for the week ended Nov. 16, 1929, according to the U. S. Bureau of Agricultural Economics:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef.....		371,400 lbs.
Argentina—Cured beef cuts.....		25,686 lbs.
Canada—Park cuts.....		160 lbs.
Canada—Bacon.....		4,876 lbs.
Canada—Meat products.....		4,192 lbs.
Canada—Beef cuts.....		59,870 lbs.
Canada—Quarters of beef.....		530
Canada—Sausage.....		450 lbs.
Denmark—Liver paste.....		645 lbs.
Germany—Bacon.....		176 lbs.
Germany—Ham.....		5,097 lbs.
Germany—Sausage.....		11,534 lbs.
Ireland—Ham.....		738 lbs.
Ireland—Bacon.....		4,863 lbs.
Italy—Salami.....		9,195 lbs.
Italy—Hams.....		3,617 lbs.
Hungary—Salami.....		1,378 lbs.
Switzerland—Sausage.....		280 lbs.
Uruguay—Canned corned beef.....		173,000 lbs.
Uruguay—Cured beef cuts.....		36,246 lbs.

LARD AND GREASE EXPORTS.

Exports of lard from New York City, Nov. 1, to Nov. 20, 1929, totaled 28,617,721 lbs.; tallow, none; greases, 1,438,800 lbs.; stearine, 114,800 lbs.

Packers' Provision Stocks

The first two weeks of the winter packing season have recorded increases in stocks of meats and lard on hand compared with those of November 1, as indicated by the reports of some 92 packing companies, representing 70 to 75 per cent of the packing industry, to the Institute of American Meat Packers.

The general summary of provision stocks at November 16, 1929, with comparisons, have been compiled as follows:

	Compared with 2 weeks ago.	Compared with year ago.
Production on hand now.		
Totals and groups:		
All pork cured, curing, and frozen for cure, incl. lard.....	7.4% less	6.8% more
Same, not including lard.....	5.7% less	7.3% more
Dry salt meats.....	17.5% less	3.6% less
S. P. and dry-cured meats.....	2.8% less	11.9% more
Green frozen meats (for cure).....	6.6% more	3.0% more
S. P., D. C., and frozen meats combined.....	1.8% less	10.8% more
Individual items:		
Hams, all (regular and skinned, sweet pickled, dry-cured, and frozen combined).....	1.1% less	20.0% more
Picnics, all (same as hams).....	11.0% less	9.2% less
Bellies, all, except dry salt.....	0.7% less	2.9% more
Bellies, dry salt.....	19.4% less	10.4% less
Lard.....	18.2% less	8.1% more

Lard figures may not be representative, owing to omission of non-packer stocks.

As shown by THE NATIONAL PROVISIONER DAILY MARKET SERVICE, prices of all hams are 13.6 per cent less than those of a year ago; picnic prices are 9.2 per cent less; bellies, with the exception of dry salt, are the same; dry salt bellies are 10.2 per cent less; and lard is 12.2 per cent less than the prices at the middle of November, 1928.

Hog Slaughters.

For the two weeks ended November 15, the federal inspected hog slaughter at the nine principal markets totaled 914,000, compared with 872,000 in the same period a year ago, or an increase of 4.8 per cent.

Receipts at the 20 markets for the two weeks ended November 15 totaled 1,365,000, compared with 1,341,000, or an increase of 1.9 per cent.

The total federally inspected slaughter for the first half of November this year is estimated at 2,100,000, compared with 2,000,000 last year, or an increase of 5 per cent. The 4-year average, 1925-1928, for this period was 1,800,000 head, or an increase of 16.7 per cent.

For the 12 months ended October 31, the federally inspected hog slaughter amounted to 49,101,000, compared with 48,114,000 in 1928, or an increase of 2.1 per cent. Compared with the 4-year average, 1925-1928, the slaughter this year was 10.5 per cent greater.

The comparative total provision stocks appear in month-end bulletins only. The total stocks as reported by the federal government at October 31 were 490,000,000 lbs. The Institute's

TEMPERATURE CHART

HAND CONTROL
POWERS CONTROL

Heat CONTROL

Powers Thermosatic Regulators
are accurate and dependable. There is one for every process in the packing industry. Write us about any temperature problem troubling you and we will send bulletin describing the type of regulator that will give you the best results.

37 Years of Specialization in Temperature Control
2725 Greenview Ave., Chicago. Also 35 other cities.

The POWERS REGULATOR CO.

previous estimate of stocks on that date was 480,000,000 lbs.

Provision Stocks.

Provision stocks at the middle of November, as reported to the Institute are as follows:

(000 omitted.)

	Nov. 16, 1929.	Nov. 2, 1929.	Nov. 17, 1929.
Dry Salt Meats:			
Bellies	51,390	63,790	57,354
Fat backs	10,266	12,632	6,781
All other D. S. cuts	10,087	10,550	10,354
Total D. S. meats	71,743	86,972	74,426

S. P. and D. C. Meats (cured and in cure):			
Regular hams	65,950	65,941	65,098
Skinned hams	83,334	85,836	50,615
Picnics	13,172	14,494	14,589
Bellies	56,729	58,838	53,727
All other S. P. and D. C. cuts	11,264	11,903	12,375
Total S. P. and D. C. meats	230,449	237,012	206,004

Green Frozen Meats (for cure):			
Regular hams	2,900	2,390	3,250
Skinned hams	3,889	3,093	1,505
Picnics	208	542	146
Bellies	21,341	19,748	22,144
All other pork frozen for cure (not incl. pork loins, etc.)	1,036	1,261	1,539
Total frozen meats	29,464	27,040	28,614
Total all meat cuts	331,656	351,024	309,044
Lard	44,616	54,968	43,285
Grand total, incl. lard	376,272	406,192	352,330

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended Nov. 16, 1929:

	Week ended Nov. 16, 1929.	Prev. week, 1928.	Cor. week, 1928.
Western dressed meats:			
Steers, carcasses	2,331	2,100	2,200
Cows, carcasses	808	1,012	968
Bulls, carcasses	308	287	392
Veals, carcasses	1,716	1,574	1,471
Lambs, carcasses	10,771	11,215	13,871
Mutton, carcasses	2,263	1,547	2,020
Pork, lbs.	452,103	490,729	623,443
Local slaughters:			
Cattle	1,613	1,588	1,561
Calves	2,470	1,812	2,113
Hogs	20,116	17,807	21,536
Sheep	5,823	6,100	5,661

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal and city inspection at Boston for the week ended Nov. 16, 1929, with comparisons:

	Week ended Nov. 16, 1929.	Prev. week, 1928.	Cor. week, 1928.
Western dressed meats:			
Steers, carcasses	2,436	2,348	2,132
Cows, carcasses	2,292	2,203	2,155
Bulls, carcasses	38	37	14
Veals, carcasses	1,430	1,531	1,314
Lambs, carcasses	17,113	10,184	16,998
Mutton, carcasses	13,186	752	707
Pork, lbs.	349,156	424,420	482,701
Local slaughters:			
Cattle	1,743	2,012	1,700
Calves	1,640	1,920	1,604
Hogs	17,243	17,024	16,406
Sheep	7,192	7,235	4,553

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended Nov. 16, 1929, are reported as follows:

	Nov. 16, 1929.	Nov. 9, 1929.	Nov. 2, 1929.	Nov. 10, 1929.
HAMS AND SHOULDERS, INCLUDING WILTSHIRES.				
Total	2,167	940	1,520	114,150
To Belgium	7	7	7	1,345
United Kingdom	1,998	809	1,377	90,764
Other Europe	44	16	47	1,320
Cuba	126	18	96	6,041
Other countries	126	18	96	14,080
BACON, INCLUDING CUMBERLANDS.				
Total	2,047	2,077	2,031	127,356
To Germany	273	55	328	9,425
United Kingdom	1,253	1,461	1,080	53,477
Other Europe	375	462	645	44,317
Cuba	14	90	209	12,127
Other countries	132	90	209	8,010
LARD.				
Total	10,289	10,309	15,944	696,370
To Germany	4,287	2,033	4,331	178,846
Netherlands	1,058	1,042	2,144	39,871
United Kingdom	6,131	2,954	5,202	210,009
Other Europe	1,524	1,787	2,441	79,978
Cuba	1,665	1,072	804	69,625
Other countries	1,024	1,181	422	118,241
PICKLED PORK.				
Total	629	205	277	86,885
To United Kingdom	121	128	22	5,919
Other Europe	24	10	16	3,084
Canada	431	47	235	10,287
Other countries	53	14	4	17,585

TOTAL EXPORTS BY PORTS.

	Week ended Nov. 16, 1929.	Pickled pork, M lbs.
Hams and shoulders, M lbs.		
Total	2,167	629
Boston	140	3
Detroit	1,459	858
Port Huron	409	163
Key West	10	750
New Orleans	54	23
New York	35	1,000

DESTINATION OF EXPORTS.

	Exports to:	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.
United Kingdom (Total)	1,998	1,253		
Liverpool	851	976		
London	483	82		
Manchester	53	50		
Glasgow	312	136		
Other United Kingdom				
Germany (Total)	4,287			
Hamburg	3,812			
Other Germany	475			

Consolidated Rendering Co.

Manufacturers of Tallow, Grease, Oleo Oil
Stearine, Beef Cracklings, Ground Scrap, Fertilizers
Dealers in Hides, Skins, Pelts, Wool and Furs
40 North Market St. Boston, Mass.

Cold Storage Installation

All Kinds of Refrigerator Construction
JOHN R. LIVEZEY
Glenwood Avenue, West 22nd St., Philadelphia, Pa.
526-530 St. Paul St., Baltimore, Md.
902 Woodward Bldg., Washington, D. C.

Casing House Experimental and Consulting Service

M. W. SCHWARZ--CHEMICAL ENGINEER
15 Whitehall St., N. Y. City—Phone Bowl. Green 9676

Waste Utilization—Deodorization
Disinfection, etc.

GEO. H. JACKLE

Broker

Tankage, Blood, Bones, Cracklings, Bonemeal,
Hoof and Horn Meal

40 Rector St. New York City



When you think of
BASKETS
THINK OF
Best, Lightest, Strongest
A. Backus, Jr. & Sons
Dept. N., DETROIT, MICH



NEW CURING VATS

Dozier Meat Crates
Packing Box Shooks

B. C. SHEAHAN CO.

166 W. Jackson Blvd. Chicago



Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—A better volume of trade and a weaker market was the feature in tallow in the East the past week. Extra New York, after selling at 8c f.o.b., broke to 7½c f.o.b., with a turnover during the week estimated at 700,000 to 1,000,000 lbs. The establishment of new lows for the downward movement was due partly to the recent unsettlement in other commodities and in financial circles, but in the main was the result of a lack of disposition on the part of soapers to take hold of supplies except on declines.

Sentiment, on the whole, was mixed, but in leading circles the situation was looked upon as a weak one, even on the downturn. The selling undoubtedly strengthened the position of producers, and some would not be surprised to see improvement in consuming demand for tallow between now and the end of the year.

At New York, special was quoted at 7½c; extra, 7½c; edible, 8½c. At Chicago, there was little or no feature to the tallow market, some buyers reducing their limits at outside consuming points. This move failed to attract sellers.

At Chicago, edible was quoted at 8½c; fancy, 8½c; prime packer, 8½c; No. 1, 7½c; No. 2, 6½c.

At the London auction on November 20, 1,205 casks were offered and 513 sold at prices 6d to 1s lower than on October 30. Mutton tallow was off to 38s@39s 6d; beef, 38@41s; good mixed, 35@38s. At Liverpool, Australian tallow was unchanged to 6d lower for the week, with fine quoted at 40s 3d and good mixed at 38s.

STEARINE—The market was very dull and easy in the East, with oleo, New York, quoted at 9½c. At Chicago, the market was quiet and barely steady, with oleo quoted at 9½c@9½c.

OLEO OIL—Although the market at New York was quieter, the tone remained firm. Extra was quoted at 11½c@11½c; medium, 10@10½c; lower grades, 10c.

At Chicago, the market was quiet and very steady, with extra quoted at 11½c.

See page 40 for later markets.

LARD OIL—Trade was rather quiet, but the market held fairly steady with edible, New York, quoted 15½c; extra winter, 12½c; extra, 12½c; extra No. 1, 12½c; No. 1, 11½c; No. 2, 11½c.

NEATSFOOT OIL—Consuming interest was small and routine, but the market was steady. Pure oil was quoted at 14½c; extra, 12½c; No. 1, 12½c; cold test, 18½c.

GREASES—The position of the grease market in the East showed very little change the past week from conditions that have ruled of late. Trade on the whole was quiet and of a routine nature, with the demand generally reported slow and the market somewhat easier, feeling the effects of the weakness in tallow and the absence of

broad buying interest on consumers. Producers were not inclined to press the market freely, feeling that further downturns would not bring about much improvement in demand at the moment.

At New York, superior house was quoted at 7½c delivered; yellow and house, 6½c@6½c; A white, 7½c@7½c; B white, 7½c@7½c; choice white, 8½c@8½c.

At Chicago, there was little feature to the market in greases. Buyers have lowered their ideas and sellers refuse to meet them.

At Chicago, brown was quoted at 6½c; yellow, 6½c@6½c; B white, 7½c@7½c; A white, 7½c@7½c; choice white, all hog, 8@8½c.

By-Products Markets

Chicago, Nov. 21, 1929.

Blood.

Blood market continues quiet and easy.

	Unit	Ammonia.
Ground and unground.....	\$4.50@4.60	

Digester Feed Tankage Materials.

Not much feeding tankage materials being offered at this time, most producers being well covered. Market is rather nominal.

	Unit	Ammonia.
Ground, 11½ to 12% ammonia..	@ 5.00 & 10	
Unground, 11½ to 12% ammonia..	4.50@ 5.00 & 10	
Unground, 6 to 8% ammonia....	@ 3.00 & 10	
Liquid stick	4.00@ 4.25	
Steam bone meal, special feeding, per ton	42.00@45.00	

Fertilizer Materials.

Market is quiet, with little of interest to report. Buyers are well covered and few inquiries are now being made. High grade ground selling at \$3.65 & 10c, Chgo.

	Unit	Ammonia.
High grd. ground, 10@11% am..	@ 3.65 & 10	
Low grd., and ungr., 6-9% am..	@ 3.50 & 10	
Hoof meal	@ 3.25	
Bone tankage, low grd., per ton	24.00@25.00	

Bone Meals (Fertilizer Grades).

No activity reported in bone meals of fertilizer grade. Prices nominal.

	Per Ton.
Raw bone meal	\$50.00@55.00
Steam, ground, 3 & 50	31.00@32.00
Steam, unground, 3 & 50	29.00@31.00

Cracklings.

Market for cracklings is dull, with little product offered and buyers holding off, both in inquiry and purchases.

	Per Ton.
Hard pressed and exp. unground, per unit protein	\$ 1.00@ 1.05
Soft prod. pork, ac. grease & quality	70.00@75.00
Soft prod. beef, ac. grease & quality	50.00@55.00

Gelatin and Glue Stocks.

No change in market for gelatin and glue stocks. Fair amount of interest is

being shown by buyers, but stocks not heavy.

	Per Ton.
Kip and calf stock.....	\$38.00@42.00
Hide trimmings	30.00@33.00
Horn pithe	42.00@43.00
Cattle jaws, skulls and knuckles....	43.00@45.00
Shinews, plizies	35.00@36.00
Pig skin scraps and trim., per lb.	@5c

Horns, Bones and Hoofs.

	Per Ton.
Horns, according to grade.....	\$85.00@100.00
Mfg. shin bones	70.00@140.00
Cattle hoofs	45.00@ 47.00
Junk bones	27.00@ 28.00

(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

Animal Hair.

Many contracts have been placed recently and the market is now well established at the prices given below. Sales of black winter hair reported at 7@7½c, and grey winter at 5½c.

Coil and field dried.....	2½@ 3½c
Processed grey, summer, per lb.....	4 @ 5c
Processed grey, winter, per lb.....	5½@ 6½c
Cattle switches, each*	4½@ 5c

*According to count.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Nov. 19, 1929.—Recent sales of ground tankage were made at \$4.25 and 10c New York, and more is being offered at the same figure. Stocks of this material, both ground and unground, are accumulating, with some re-sale offerings coming in the market.

The last sale of ground dried blood was made at \$3.90 per unit, basis f.o.b. New York. The stocks of this material are rather light around New York. South American is held at \$4.35 per unit, c.i.f., with very little interest being shown.

In other materials, such as nitrate of soda and sulphate of ammonia, very little business is being done, and buyers seem to be inclined to hold off and see what develops. They think prices of certain materials may work a little lower, although as far as nitrate of soda is concerned, the tendency will probably be toward an advance rather than a decline.

CANADIAN MEAT IMPORTS.

Imports of meat and lard into Canada during September, 1929, with comparisons for the same period last year, are given by the U. S. Department of Commerce as follows:

	Sept., 1929.—	Sept., 1928.—
	Lbs. Value.	Lbs. Value.
Fresh beef	517,321 \$45,239	211,000 \$5,934
Mutton and lamb	104,082 9,174	110,720 15,965
Fresh pork	13,700 2,134	62,317 12,305
Other fresh meats	6,204 2,724	78,91 5,015
Bacon and hams	841,957 128,651	100,213 33,376
Pickled beef	24,072 2,874	25,010 3,270
Pickled pork	1,152,398 131,051	960,160 112,231
D. S. pork	57,322 8,240	97,710 15,509
Sausage	25,078 26,007	44,884 16,436
Lard	2,270 405	47,220 50,801
Lard compounds	8,827 939	80,007 8,447
Casings	95,559	155,741

THE KENTUCKY CHEMICAL MFG. CO., Inc.
COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings
Both Soft and Hard Pressed



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company

Chicago, Illinois

HAMMOND'S
Mistletoe
MARGARINE

SHORTENING AND OIL PRICES.

Prices of shortening and salad and cooking oils on Thursday, Nov. 21, 1929, based on expressions of member companies of the Shortening and Oil Division of the National Cottonseed Products Association, were as follows:

Shortening.	Per lb.
North and Northeast:	
Carlots, 26,000 lbs.	@11
3,500 lbs. and up	@11½
Less than 3,500 lbs.	@11¼
Southeast:	
3,500 lbs.	@10¾
Less than 10,000 lbs.	@11¼
Southwest:	
Carlots, 26,000 lbs.	@11
10,000 lbs. and up	@10¾
Less than 10,000 lbs.	@11¾
Pacific Coast:	@11¼
Salad Oil.	
North and Northeast:	
Carlots, 26,000 lbs.	@11
5 bbls. and up	@11½
1 to 4 bbls.	@12
South:	
Carlots, 26,000 lbs.	@10¾
Less than carlots	@11¼
Pacific Coast:	@11¼
Cooking Oil—White.	
¼ c per lb. less than salad oil.	
Cooking Oil—Yellow.	
¼ c per lb. less than salad oil.	

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Nov. 20, 1929.—Cottonseed was firm on the opening call, and bids were advanced as trading progressed, January trading up to \$37.65, February, \$38.30; March, \$39.10, later, \$39.25; April, \$35.85 on the last call. News overnight was lacking, except further reports that cash seed is not moving to the crushers or spot handlers in the volume hoped for.

Improved weather conditions have been anticipated as probably providing an incentive for some selling of seed into the futures on present attractive premiums over mill bids for the actual, but this selling has proven only desul-

tory and not in sufficient volume to prevent prices from working up on any strength indicated in either oil, meal or other products.

Cottonseed meal was firmer at the opening, and advanced gradually but steadily through the session. December was traded on a low at \$37.60, later at \$37.65, and \$37.75 on the close, with offers fractionally higher. January opened at \$37.50, later sold up to \$37.65, then to \$37.75, \$37.80 and later at \$37.85, while March held steady, in fair volume, at between \$37.95 and \$38.00, with this bid on the close.

Trade buying is reported in better volume against only limited mill offerings, which are apparently held back by a slowing up in seed receipts. Buying orders seemed to originate in a rather widespread territory, while selling was confined mostly to profit taking. Some of the local pit element, who feel that the advance from the \$36.00 level has been too rapid, and that it cannot be maintained in the face of easier grains and semi-competitive feedstuffs.

VEGETABLE OIL INDUSTRY.

Importations of vegetable oils in the first seven months of 1929 show an increase of 48 per cent over those of the same period of 1928. This increase was attributed to low prices stimulating American users to stock up, and to a fear of an increase in the tariff, according to E. L. Thomas, Specialist, Meats, Fats and Oils, U. S. Department of Commerce. This increase was reflected principally in abnormally heavy takings of coconut oil, palm oil and palm-kernel oil.

The imports of vegetable oils in the first seven months of this year amounted to \$56,313,596, a new high record in receipts of these products for any corresponding period. The imports for the first 7 months of 1928 were \$37,978,815.

Cocoanut oil imports, which constituted one-third of the vegetable oil takings, totaled \$17,846,407 compared to \$11,991,018 in the first 7 months of 1928, an increase of 54 per cent. This gain was entirely due to the low price of this commodity, which impelled importers to buy heavily.

HULL OIL MARKET.

Hull, England, Nov. 20, 1929.—(By Cable.)—Refined cottonseed oil, 33s 6d; Egyptian crude cottonseed oil, 29s 9d.

MARGARINE MATERIALS USED.

Oleomargarine produced and the materials used in its manufacture during September, 1929, with comparisons, were as follows, according to the U. S. Bureau of Internal Revenue:

	Sept., 1929.	Sept., 1928.
	Lbs.	Lbs.
Total production of uncolored oleomargarine	27,006,714	22,436,765
Ingredient schedule for uncolored oleomargarine:		
Butter	254,300	218,948
Cocoanut oil	15,521,114	14,028,353
Cottonseed oil	2,203,204	2,240,064
Edible tallow	1,735	3,170
Egg yolks	540	.....
Milk	8,388,563	7,909,276
Mustard oil	4,225	1,070
Neutral lard	1,574,343	1,926,979
Oleo oil	3,760,055	3,890,377
Oleo stearine	512,062	498,348
Oleo stock	160,781	122,594
Palm oil	94,341	70,329
Palm-kernel oil .....	.....	1,056
Peanut oil	565,632	495,209
Salt	2,337,537	2,202,351
Soda	10,280	9,459
Soya-bean oil	36	.....
Vanilla .....	.....	24
Total	35,337,847	33,768,218
Total production of colored oleomargarine	1,582,067	1,235,061
Ingredient schedule for colored oleomargarine:		
Butter	5,670	378
Cocoanut oil	554,005	424,020
Color	1,958	1,536
Cottonseed oil	158,907	105,951
Milk	435,931	539,419
Neutral lard	176,740	218,740
Oleo oil	413,188	445,516
Oleo stearine	13,571	16,585
Oleo stock	11,305	13,890
Palm oil	6,400	4,550
Peanut oil	20,128	22,120
Salt	121,312	116,590
Soda	205	116
Total	1,919,470	1,990,221

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Nov. 19, 1929.—Extra tallow, f.o.b. seller's plant, 8½¢@8¼¢ lb.; Manila cocoanut oil, tanks, New York, 7½¢ lb.; Manila cocoanut oil, tanks, coast, 7c lb.; Cochiti cocoanut oil, barrels, New York, 9@9¼¢.

P. S. Y. cottonseed oil, barrels, New York, 10¼¢@10½¢ lb.; crude corn oil, barrels, New York, 10@10¼¢ lb.; olive oil foots, barrels, New York, 8½¢@9c lb.; 5 per cent yellow olive oil, barrels, New York, \$1.00@1.05 gal.

Crude soya bean oil, barrels, New York, 12@12½¢ lb.; palm kernel oil, barrels, New York, 9¼¢@9½¢ lb.; red oil, barrels, New York, 11@11½¢ lb.; Nigre palm oils, casks, New York, 7½¢@7¾¢ lb.; Lagos palm oil, casks, New York, 8¼¢@8½¢ lb.; glycerine, soaplye, 6¼¢@7c lb.; glycerine, C. P., 13¼¢@14c lb.; glycerine, dynamite, 10½¢ lb.

The Blanton Company

ST. LOUIS
Refiners of

VEGETABLE OILS

Manufacturers of
**SHORTENING
MARGARINE**

Vegetable Oil Markets

WEEKLY REVIEW

Market Quiet—Prices Irregular—Undertone Steady—Crude Firm—Cash Trade Dull—Outside Markets Having Little Influence—Weather Unfavorable for Picking and Ginning—Refiners Doing Little.

A rather moderate volume of trade featured cotton oil futures on the New York Produce Exchange the past week. Prices were irregular, backing and filling over a very modest range. The undertone was surprisingly steady. Commission house operations remained of a mixed but featureless character. Professional trade was small, and the local element was inclined to follow the outside development to some extent. Refiners' operations were conspicuous by their smallness throughout the week.

Commission house liquidation in December, was in evidence at times, and there was switching of long December to March, May refiners absorbing the nearbys and selling the futures. On the set-backs scattered support continued in evidence, and with some profit was sufficient to limit the downturns. On the rallies, offerings increased moderately and buying power appeared to dry up, which acted as a check to the bulges.

The fact that there was little or no pressure of crude oil was a helpful influence, in that it continued to keep down the volume of hedging pressure on the market. However, quietness in cash circles failed to bring about any lifting of hedges against actual business, so that within the oil market itself the situation was such that stabilized conditions prevailed. Sentiment, however, continued rather mixed.

Varying Opinions Prevail.

Some of the local observers are inclined to sell on the rallies, owing to the liberal oil supplies in sight and due partly to the situation in lard, while others look upon the market as a purchase on breaks, due to good prospective distribution and the moderate price levels prevailing.

Others, however, point out the loss of the soap kettle owing to the relative

cheapness in soapers' materials compared with cotton oil at the moment, while others contend that the recent developments have indicated that refiners are opposed to declines at this time owing to the fact that they are long on oil in one shape or another. Still some others point out that the level of seed and crude is such that refiners are apparently willing to carry a good part of their purchases at these levels without hedging them. At the same time, there

are some who strongly argue that refiners would oppose any material advances between now and the turn of the year, or the time when accumulation of seed and crude continues.

To some extent, pressure on the market has been limited by unfavorable weather in the South which interfered with picking and ginning and resulted in private estimates of smaller ginnings than at this time a year ago. The southern crop news, however, has had very little influence on oil, the latter market apparently being satisfied that the ultimate outturn would not vary greatly from the last official crop figures.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Nov. 21, 1929.—

Cotton oil markets have ruled steady to higher in keeping with a good recovery in other principal markets, especially cotton and grains, and in the belief that recent bad weather would prevent picking all the cotton made. Crude is firm and Texas mills are holding for 7½¢. The Valley is selling a few lots at 7½¢. With better weather, seed receipts should increase, and offerings of crude should likewise grow larger. Bleachable, 8½¢ asked, New Orleans. This is still below a proper parity based on crude prices. If cotton oil remains low for another sixty days the situation should prove bullish for spring, whereas any bid advances now may prove the opposite. The incentive for speculation is negligible for the present.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Nov. 21, 1929.—

Crude oil very dull at 7½¢ bid in the Valley; 41 per cent protein meal, \$38.00; loose cotton seed hulls, \$5.75@6.00. Memphis weather cloudy and cold.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Nov. 21, 1929.—Prime cottonseed is irregular; prime crude oil, 7½@7¾¢; forty-three per cent cake and meal, \$41.00; hulls, \$11.00; mill run linters, 2½@3½¢.

Crude Sales Small.

A limited volume of crude oil was reported to have changed hands on a basis of 7½¢ in the Southeast and Valley, with that figure persistently bid by consumers, while the mills consistently held for 7½¢ in the main.

In Texas, 7½¢ was bid. The firmness on the part of the mills, it was intimated, was due in some sections to a slow movement of seed, and in Texas to a wide spread between seed and its products. This, it was contended, made it difficult to sell oil profitably at the present crude prices. There is, little question but what the mills attitude will have considerable to do with shaping oil prices in the immediate future, but in the main, there is a feeling in the trade that no particular price swings either way will develop until after the year-end holidays.

Cash trade was reported quiet to dull all week. Consumers apparently continued indifferent and are awaiting further developments in the financial market. There was little or nothing in the movement in the oil market to bring about much anxiety over future supplies.

Some of the leading cash interests stated that while the demand for shortening has been slow of late, consumers were eating into their supplies on hand and would shortly be forced into the market to replenish stocks. In some quarters estimates are that November distribution promises to run upwards of 325,000 bbls., compared with about 303,000 bbls. in November a year ago.

ASPEGREN & CO., Inc.

450 Produce Exchange Bldg.
New York City, N. Y.

BROKERS

COTTON SEED OIL

ORDERS SOLICITED

TO BUY OR SELL PRIME YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

FOUR

DELIVERY POINTS

Established for the New Orleans Refined Cotton Seed Oil Contract, viz.:

NEW ORLEANS, at Basis.
Dallas, Tex. at 35 points off basis.

Houston, Tex. at 35 points off basis.

Memphis, Tenn. at 5 points on basis.

Goes into effect with March contracts and thereafter.

In transit oil may be ordered shipped to certain destinations at fixed freight differentials.

New Orleans Cotton Exchange
Trade Extension Committee

The Procter & Gamble Co.

Refiners of all Grades of

COTTONSEED OIL

PURITAN, Winter Pressed Salad Oil
BOREAS, Prime Winter Yellow
VENUS, Prime Summer White
STERLING, Prime Summer Yellow
WHITE CLOVER Cooking Oil
MARIGOLD Cooking Oil
JERSEY Butter Oil
MOONSTAR Coconut Oil
P & G SPECIAL (hardened) Coconut Oil

General Offices:

CINCINNATI • OHIO

Cable Address: "Procter"

The Edward Flash Co.

17 State Street
NEW YORK CITY

Brokers Exclusively
ALL VEGETABLE OILS

In Barrels or Tanks

COTTON OIL FUTURES
On the New York Produce Exchange

COTTONSEED OIL—Market transactions at New York:

—Range— Closing—
Sales. High. Low. Bld. Asked.

Friday, November 15, 1929.

Spot	.....	885	a	950
Nov.	.....	885	a	900
Dec.	800	899	898	a
Jan.	.....	908	a	913
Feb.	.....	912	a	924
Mar.	1400	927	924	925 a 927
Apr.	.....	925	a	942
May	1500	944	940	942 a 944
June	.....	945	a	960

Total sales, including switches, 3,700 bbls. P. crude S. E. 7½c bid.

Saturday, November 16, 1929.

Spot	.....	890	a	....
Nov.	.....	895	a	935
Dec.	1700	905	900	907 a 910
Jan.	100	918	918	920 a 923
Feb.	.....	925	a	940
Mar.	1700	939	935	937 a 939
Apr.	.....	940	a	960
May	1400	955	948	954 a 955
June	.....	955	a	975

Total sales, including switches, 4,900 bbls. P. crude S. E. 7½c bid.

Monday, November 18, 1929.

Spot	.....	885	a	915
Nov.	.....	885	a	915
Dec.	1700	900	900	900 a 903
Jan.	600	916	915	914 a
Feb.	.....	915	a	926
Mar.	1800	935	931	932 a
Apr.	.....	935	a	948
May	800	947	947	947 a 948
June	.....	950	a	965

Total sales, including switches, 4,900 bbls. P. crude S. E. 7½@7½c sales.

Tuesday, November 19, 1929.

Spot	.....	885	a	....
Nov.	.....	885	a	915
Dec.	1200	905	900	903 a 906
Jan.	200	920	920	918 a 923
Feb.	.....	920	a	935
Mar.	1800	938	930	938 a
Apr.	.....	940	a	955
May	1200	952	945	952 a 954
June	.....	955	a	970

Total sales, including switches, 4,400 bbls. P. crude S. E. 7½@7½c sales.

Wednesday, November 20, 1929.

Spot	.....	885	a	....
Nov.	.....	885	a	914
Dec.	.....	900	a	903
Jan.	600	920	919	915 a 920
Feb.	.....	920	a	935
Mar.	1100	938	937	935 a 937
Apr.	.....	940	a	950
May	1100	953	952	951 a 952
June	.....	955	a	968

Total sales, including switches, 2,800 bbls. P. crude S. E. 7½@7½c sales.

Thursday, November 21, 1929.

Spot	.....	885	a	950
Nov.	.....	885	a	915
Dec.	.....	901	900	900 a
Jan.	.....	919	916	919 a
Feb.	.....	922	a	936
Mar.	.....	939	938	939 a
Apr.	.....	942	a	952
May	.....	953	948	953 a
July	.....	956	a	968

See page 40 for later markets.

COCOANUT OIL—The market was quiet and about steady throughout the week, with no important business reported. At New York, tanks were quoted at 7@7½c, while at the Pacific Coast tanks were quoted at 6% @

6½c. There was some talk of a firmer copra market the middle of the week.

CORN OIL—Trade was quiet, but the market ruled steady as pressure was not great. Prices at New York were quoted at 7½c f.o.b. mills.

SOYA BEAN OIL—Nominal conditions again prevailed in the main, owing to limited offerings. New York drums were quoted at 11½c, while at the Pacific Coast, tanks were quoted at 9% @10c.

PALM OIL—Very little demand was in evidence, and the position of the market was easier, due to the lower trend in tallow, but the palm oil markets abroad were said to be better. At New York, spot Nigre was quoted at 7½c; shipment, 7.05c; spot Lagos, 7½c; shipment Lagos, 7½@7½c.

PALM KERNEL OIL—There was little or nothing passing in the way of business, and the market at New York was barely steady. November-December tanks were quoted at 7½c, and bulk oil at 6% @7½c.

OLIVE OIL FOOTS—While trade was quiet, the market was steady, with spot foots, New York, quoted at 8@8½c; new crop, January forward, 7½c.

RUBBERSEED OIL—Quoted at 9c nominal at New York.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal.

COTTONSEED OIL—Demand was rather quiet at New York, and prices were nominally quoted at ¼c over December. Southeast and Valley crude, 7% @7½c; Texas, 7½c bid.

NEW ORLEANS OIL MARKETS.

(Special Letter to The National Provisioner.)

New Orleans, La., Nov. 18, 1929.—The consumption of 372,299 barrels of cotton seed oil was about as anticipated, but large. It is believed that November consumption will be only slightly smaller than the above figures and much above last year's.

December and January trading differences are 8 to 10 points, December to March about 22 points and December to May 35 to 40 points. It is expected that the differences will soon widen as first notice day, which is Monday, November 25, approaches.

The volume of business has been small, and it seems very little crude was swapped during the week on differences between crude and futures contracts.

The decline in cotton last week did not materially affect cottonseed oil and the recovery of cotton had no influence, either. Compound lard manufacturers and refiners are still reported as large buyers on all small recessions, but not anxiously competing.

South Texas Cotton Oil Co. Houston, Texas

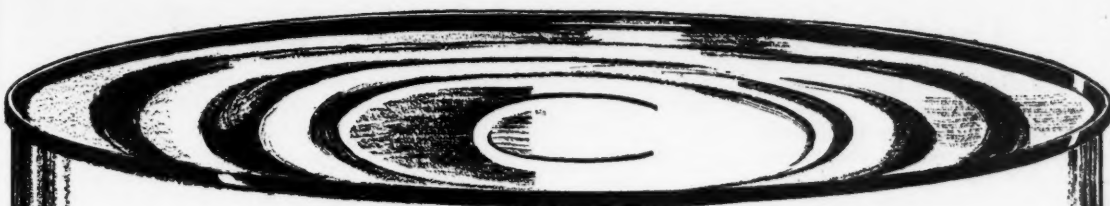
Manufacturer of

Hydrogenated Oils

Cotton Seed and Peanut, for

SHORTENING
MARGARINE

and Confectionery Trades



You can offer a product of
the finest quality back
it up with concentrated sales
effort supplemented by
the finest advertising support
yet fail to materially increase
sales if you neglect



"Packaging to sell"



"It's Better Packed in Tin"

Among those manufacturers who have learned that attractive and convenient packaging pays well in increased sales "Containers by Continental" have played an important part. Ranging in size

from small sampling cans to large drums, from designs in few to many colors, in a variety of shapes, sizes and styles, there is a Continental Can to meet your every packaging need.

A Continental Representative experienced in "Packaging to Sell" will be glad to assist you with your problems.

CONTINENTAL CAN COMPANY INC

Executive Offices: NEW YORK: 100 East 42nd St. CHICAGO: 111 West Washington St.
SAN FRANCISCO: 155 Montgomery St.

The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were steady the latter part of the week, moving over narrow limits with the smaller comparative hog run and the steadiness in hogs, but were later offset by quietness in the cash trade.

Cottonseed Oil.

Cotton oil is in a rut. Price changes are small, the tone is steady and traders are awaiting developments. Hedge pressure is lacking and buying power is light. Southeast Valley crude, 7% @ 7 1/2c; Texas, unquoted. Weather in the South is unfavorable. Cash trade is dull.

Quotations on cottonseed oil at New York, Friday noon, were: Nov., \$8.85 bid; Dec., \$9.00; Jan., \$9.14@9.18; Feb., \$9.15@9.35; March, \$9.35; April, \$9.40 @9.50; May, \$9.50; June, \$9.55@9.65.

Tallow.

Tallow, extra, 7 1/2c.

Stearine.

Stearine, oleo, 9 1/2c.

FRIDAY'S GENERAL MARKETS.

New York, Nov. 22, 1929. — Lard, prime western, \$11.10@11.20; middle western, \$11.00@11.10; city, 10 1/2 @ 10 1/2c; refined continent, 11 1/2c; South American, 11 1/2c; Brazil kegs, 12 1/2c; compound, 10 1/2c.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Nov. 20, 1929, show exports from that country were as follows: To England, 97,301 quarters; to the Continent, 35,348 quarters.

Exports of the previous week were as follows: To England, 88,372 quarters; to the Continent, 25,677 quarters.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Nov. 21, 1929:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (700 lbs. up):				
Choice	\$21.00@23.00	\$19.50@21.00	\$20.50@22.50	\$22.00@24.00
Good	19.00@21.00	18.00@19.50	18.00@21.00	19.50@22.00
STEERS (550-700 lbs.):				
Choice	21.00@23.50		20.50@23.00	23.00@25.00
Good	19.00@21.00		18.00@21.00	19.50@22.00
STEERS (500 lbs. up):				
Medium	16.00@19.00	16.00@18.00	16.00@18.00	16.00@19.00
Common	13.50@16.00	14.50@16.00	14.00@16.00	
STEERS (1):				
Yearling (300-550 lbs.):				
Choice	22.50@24.50		21.00@24.00	
Good	21.50@22.50		18.00@21.00	
Medium	19.00@21.50			
COWS:				
Good	14.50@15.50	14.00@15.00	14.50@15.50	15.00@16.00
Medium	13.50@14.50	13.00@14.00	13.00@14.50	14.00@15.00
Common	12.00@13.50	12.50@13.00	12.50@13.50	12.50@13.50
Fresh Veal and Calf Carcasses:				
VEALERS (2):				
Choice	21.00@23.00	24.00@26.00	23.00@26.00	24.00@25.00
Good	19.00@21.00	21.00@24.00	22.00@24.00	22.00@24.00
Medium	16.00@19.00	18.00@21.00	20.00@22.00	19.00@21.00
Common	14.00@16.00	16.00@18.00	17.00@19.00	16.00@18.00
CALF (2) (3):				
Choice			18.00@21.00	
Good	16.00@18.00	15.00@16.00	15.00@18.00	17.00@18.00
Medium	14.00@16.00	13.00@15.00	14.00@15.00	15.00@16.00
Common	12.00@14.00	11.00@13.00	13.00@14.00	13.00@14.00
Fresh Lamb and Mutton:				
LAMB (38 lbs. down):				
Choice	24.00@25.00	25.50@26.50	25.00@27.00	25.00@26.00
Good	22.00@24.00	25.00@26.00	24.00@26.00	24.00@25.00
Medium	20.00@22.00	23.00@25.00	23.00@25.00	22.00@24.00
Common	18.00@20.00	20.00@23.00	21.00@23.00	18.00@21.00
LAMB (39-45 lbs.):				
Choice	23.00@25.00	25.00@26.00	24.00@26.00	25.00@26.00
Good	22.00@24.00	24.50@25.50	23.00@25.00	24.00@25.00
Medium	20.00@22.00	22.00@24.50	22.00@23.00	22.00@24.00
Common	18.00@20.00	20.00@22.00	21.00@23.00	18.00@21.00
LAMB (46-55 lbs.):				
Choice	21.00@23.00	20.00@22.00	23.00@25.00	22.00@23.00
Good	20.00@22.00	19.00@21.00	22.00@24.00	20.00@22.00
MUTTON (Ewe) 70 lbs. down:				
Good	12.00@13.00	13.00@14.00	11.50@13.00	12.00@13.00
Medium	10.00@12.00	11.00@13.00	10.00@11.00	11.00@12.00
Common	8.00@10.00	9.00@11.00	8.00@10.00	8.00@10.00
Fresh Pork Cuts:				
LOINS:				
8-10 lb. av.	18.50@20.00	20.50@22.00	22.00@24.00	21.00@23.00
10-12 lb. av.	16.00@18.00	20.50@22.00	21.00@23.00	21.00@22.00
12-15 lb. av.	17.50@18.50	20.00@21.00	20.00@21.00	19.00@20.00
16-22 lb. av.	16.00@17.00	17.00@19.00	17.00@19.00	18.00@19.00
SHOULDER, N. Y. Style, Skinned:				
8-12 lb. av.	13.50@15.00		16.00@18.00	15.00@17.00
PICNICS:				
6-8 lb. av.		15.00@16.00		14.50@15.00
BUTTS, Boston Style:				
4-8 lb. av.	16.00@19.00		17.00@20.00	16.00@18.00
SPARE RIBS:				
Half Sheets	14.00@17.00			
TRIMMINGS:				
Regular	9.50@10.50			
Lean	15.50@17.50			

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

BRITISH PROVISION CABLE.

Liverpool, Nov. 21, 1929.—General provision market steady but dull; demand quiet for A. C. hams; picnics, lard and square shoulders fair.

Friday's prices were as follows: Hams, American cut, 93s; Liverpool shoulders, square, 72s; hams, long cut, 108s; picnics, 76s; short backs, 105s; bellies, clear 83s; Canadian, 100s; Cumberland, 94s; spot lard, 57s.

LIVESTOCK AT 66 MARKETS.

Receipts and disposition of livestock at 66 leading markets during October, 1929, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

CATTLE.			
Total	Receipts.	Local slaughter.	Total shipments.
Oct. average, 5 years, 1924-1928	1,782,495	779,053	1,033,326
1924-1928	2,034,592	912,708	1,100,569
CALVES.			
Oct. average, 5 years, 1924-1928	618,703	389,104	233,290
1924-1928	640,617	432,170	210,217
HOGS.			
Oct. average, 5 years, 1924-1928	3,674,368	2,309,795	1,376,648
1924-1928	3,469,441	2,146,596	1,320,882
SHEEP AND LAMBS.			
Oct. average, 5 years, 1924-1928	4,001,238	1,326,478	2,618,458
1924-1928	3,421,595	1,103,213	2,310,126

HIDE PRICE DIFFERENTIALS.

The Adjustment Committee of the New York Hide Exchange, on November 14, 1929, fixed the following price differentials between the basis grade and the premium and discount grades of hides which may be delivered against Exchange contracts. These differentials are effective November 15, to prevail until further notice.

The following differentials are based on hides taken off in the United States and Canada in the non-discount months of July, August and September, and on hides taken off in the Argentine in the non-discount months of December, January and February.

FRIGORIFICO HIDES.

	Cents per lb.
Steers	3.20 premium
Light steers	1.90 premium
Cows	2.45 premium
Ex. light cows and steers	3.20 premium

PACKER HIDES.

Heavy native steers	2.10 premium
Ex. light native steers	No differential
Heavy native cows	No differential
Light native cows	Basis
Heavy buff branded steers	1.05 premium
Heavy Colorado steers	.50 premium
Heavy Texas steers	1.05 premium
Light Texas steers	No differential
Ex. light Texas steers	1.05 discount
Branded cows	1.05 discount

PACKER TYPE HIDES.

Branded cows and steers	1.60 discount
Native cows and steers	.55 discount

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports for week ended November 18, 1929, with comparisons, as reported by the New York Hide Exchange:

Week ended.	New York.	Boston.	Phila.
Nov. 16, 1929	83,005	106,102	133,863
Nov. 8, 1929	83,702	14,345	3,397
Nov. 2, 1929	17,675	8,040	20,998
Oct. 26, 1929	37,886	8,270	790
Nov. 17, 1928	16,036		
Nov. 10, 1928	27,493	8,382	
Year to:			
Nov. 18, 1929	1,859,776	512,172	
Nov. 19, 1928	2,368,001	1,072,518	

Hide and Skin Markets

Chicago.

PACKER HIDES—The packer hide market reversed its trend during the week, and the situation shows considerable improvement, indicating that the decline during the past couple of weeks had been carried too far. An advance of $\frac{1}{2}$ c was paid for heavy native steers early in the week, while heavy native cows scored a full cent advance around mid-week, followed by sales of light native cows $\frac{1}{2}$ c up. Bids at last trading prices on other descriptions have been declined in several instances, with $\frac{1}{2}$ c higher asked; however, some heavy Texas steers of October dating, which do not carry grubbing privileges, sold at unchanged price around mid-week.

Sales of around 35,000 hides were reported during the week, with the probability that the total was increased somewhat by private booking to tanning accounts. No trading as yet reported in branded cows, which were not sold during the sharp decline in the market.

Spread native steers nominally around 17@17 $\frac{1}{2}$ c. About 7,000 October-November heavy native steers sold early in the week at 15 $\frac{1}{2}$ c, or $\frac{1}{2}$ c up; more are wanted at 15 $\frac{1}{2}$ c, and killers claim they could be sold at 15 $\frac{1}{2}$ c, with 16c generally asked. Bids of 13 $\frac{1}{2}$ c reported for extreme native steers early in week.

Bidding 14c for butt branded steers and 13 $\frac{1}{2}$ c for Colorados, with $\frac{1}{2}$ c more asked. Couple lots totaling about 6,000 heavy Texas steers, October dating, sold around mid-week at 14c, steady, and this price since declined. Light Texas steers nominally 13 $\frac{1}{2}$ c. Extreme light Texas steers nominally 12 $\frac{1}{2}$ @13c.

Heavy native cows recovered a full cent on sales of 7,000 September to November dating, and 1,500 dating August forward, at 14c; one packer moved 1,500 late November earlier at 13c. Bids of 13c declined early for light native cows, and at least 10,000 sold late in week at 13 $\frac{1}{2}$ c, for November take-off. Branded cows have been firmly held at 13c, with bids at 12 $\frac{1}{2}$ c declined.

One packer sold a car of native bulls at the end of last week at 10c; more offered. Branded bulls nominally around 9c.

South American market was fairly active and sharply higher. Last trading was on a basis of \$36.50 gold for frigorifico steers, equal to about 16-13/16c, c.i.f. New York. Earlier sales were made at \$36.00 and \$35.50, as against \$35.25 paid at end of last week, equal to about 16 $\frac{1}{4}$ c, c.i.f. New York.

The New York Hide Exchange continued active and reflected the advances paid in the cash market.

SMALL PACKER HIDES—Last trading locally for small packer November hides was at 13 $\frac{1}{2}$ c for all-weight native steers and cows and 13c for branded, early last week. Only two local killers still holding November hides and market nominally around 13 $\frac{1}{2}$ c for natives and 12 $\frac{1}{2}$ @13c for branded, based on parity with big packer market.

In the Pacific Coast market, sales by

two packers were reported at 11 $\frac{1}{2}$ c for steers and 10 $\frac{1}{2}$ c for cows, f.o.b. Los Angeles.

HIDE TRIMMINGS—Big packer hide trimmings \$36.00 per ton, nom., Chicago basis.

COUNTRY HIDES—Trading has continued practically at a standstill, dealers claiming they could not afford to sell hides on the basis of present quotations, and not pressing offerings. All-weights quoted nominally around 11@11 $\frac{1}{2}$ c. Heavy steers and cows, 10@10 $\frac{1}{2}$ c. Buff weights, 11@11 $\frac{1}{2}$ c, nom. Extremes quoted in a nominal way around 12 $\frac{1}{2}$ @13c, although offerings are scarce. All-weight branded, 9 $\frac{1}{2}$ @10c, less Chicago freight.

CALFSKINS—One big packer moved 10,000 September-October calf at the end of last week at 20c for northern. Another packer is credited with moving a car or two same basis. A few cars are being offered now at 21c.

Last trading in Chicago city calf was at 18 $\frac{1}{2}$ c for straight weights; now asking 19c. Mixed cities and countries around 15@15 $\frac{1}{2}$ c; straight countries about 14c. Chicago city light calf and deacons last sold at \$1.37 $\frac{1}{2}$.

KIPSKINS—Last trading in big packer October kips was at 18c for natives, 16c for over-weights and 14 $\frac{1}{2}$ c for branded. One packer moved 1,600 October over-weights this week at 16c.

Last trading in Chicago city kips was at 16 $\frac{1}{2}$ c and 16c now bid. Mixed cities and countries quoted 14@14 $\frac{1}{2}$ c; straight countries around 13c.

Big packer regular slunks last sold at \$1.20; hairless 25c, nom.

HORSEHIDES—Market continues easy and choice renderers are quoted \$4.50@4.75; ponies and glues half price. Country lots quoted \$3.75@4.00 flat, running not over 10 per cent No. 2's; excess No. 2's \$1.00 less.

SHEEPSKINS—Dry pelts 17@18c per lb. Last trading in big packer shearings was at \$1.15 for a car running 75 per cent No. 1's, while \$1.07 $\frac{1}{2}$ was paid for a lot running 65 per cent No. 1's, and \$1.00 for some running 50 per cent No. 1's. Pickled skins continue easy, with last trading at \$8.75 per doz. straight run of packer production at Chicago. The dull wool market has resulted in easier prices on wool pelts. About 20,000 sold at \$1.30 each for big packer pelts, and \$1.00 for small skins.

PIGSKINS—No. 1 pigskin strips last sold at 7c at Chicago; market dull. Frozen scraps for gelatine quoted 5 $\frac{1}{2}$ c, nom.

New York.

PACKER HIDES—Market shows a better tone, but trading is quiet, all killers being sold up to end of October. November hides being offered in some directions at 16c for native steers, 15c for butt branded steers and 14 $\frac{1}{2}$ c for Colorados.

COUNTRY HIDES—Trading at a standstill, and quotations are purely nominal. Buff weights are quoted around 11@11 $\frac{1}{2}$ c, nom., and extremes, 12 $\frac{1}{2}$ c to possibly 13c, nom.

CALFSKINS—Calfskin market reported about unchanged, although some

quiet business is understood to be passing. Last sales reported on 5-7's were at \$1.75, 7-9's at \$2.15@2.20, and 9-12's at \$2.80@2.95.

New York Hide Exchange Futures.

Saturday, Nov. 16, 1929—Close: Nov. 12.75n; Dec. 13.00n; Jan. 13.25n; Feb. 13.40n; Mar. 13.60n; Apr. 13.80n; May 14.05b; June 14.20n; July 14.30n; Aug. 14.40n; Sept. 14.50 sale; Oct. 14.60n. Sales 68 lots.

Monday, Nov. 18, 1929—Close: Nov. 12.75n; Dec. 13.00n; Jan. 13.25n; Feb. 13.40n; Mar. 13.60n; Apr. 13.80n; May 14.00 sale; June 14.10n; July 14.25n; Aug. 14.40n; Sept. 14.50 sale; Oct. 14.60n. Sales 36 lots.

Tuesday, Nov. 19, 1929—Close: Nov. 12.75n; Dec. 13.00n; Jan. 13.25n; Feb. 13.40n; Mar. 13.60n; Apr. 13.75n; May 13.90 sale; June 14.00n; July 14.10n; Aug. 14.20n; Sept. 14.30@14.45; Oct. 14.40n. Sales 37 lots.

Wednesday, Nov. 20, 1929—Close: Dec. 13.00n; Jan. 13.25n; Feb. 13.50n; Mar. 13.75n; Apr. 14.00n; May 14.25@14.44; June 14.40n; July 14.50n; Aug. 14.60n; Sept. 14.75@14.83; Oct. 14.85n. Sales 40 lots.

Thursday, Nov. 21, 1929—Close: Dec. 13.50; Jan. 13.75; Feb. 14.00; Mar. 14.25; Apr. 14.50; May 14.75; June 14.90; July 15.05; Aug. 15.20; Sept. 15.30; Oct. 15.40. Sales 75 lots.

Friday, Nov. 22, 1929—Close: Dec. 13.75; Jan. 14.00@14.50; Feb. 14.40; Mar. 14.80; Apr. 15.20; May 15.50 sale; June 15.60; July 15.70; Aug. 15.80; Sept. 15.90@15.95; Oct. 16.00. Sales 85 lots.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended November 22, 1929, with comparisons, are reported as follows:

SPR. NAT.	PACKER HIDES.		COR. WEEK, 1928.
	Week ended Nov. 22.	Prev. week.	
Spr. nat. 17	@17 $\frac{1}{2}$ n	@17n	24 @24 $\frac{1}{2}$
Hvy. nat. str.	@15 $\frac{1}{2}$ b	@15b	@23
Hvy. Tex. str.	@14	@14	@20 $\frac{1}{2}$
Hvy. butt brnd'd str.	@14b	@14	@20 $\frac{1}{2}$
Hvy. Col. str.	@13 $\frac{1}{2}$ b	@13 $\frac{1}{2}$	@19 $\frac{1}{2}$
Ex-light Tex. str.	@13n	@12 $\frac{1}{2}$ n	@18 $\frac{1}{2}$
Brnd'd cows.	@13ax	@12 $\frac{1}{2}$ n	@18 $\frac{1}{2}$
Hvy. nat. cows	@14	@13	@21
Li. nat. cows	@13 $\frac{1}{2}$	@13	@19 $\frac{1}{2}$
Nat. bulls	@10	@10n	@14 $\frac{1}{2}$
Brnd'd bulls.	@9n	@9n	12 $\frac{1}{2}$ @13 $\frac{1}{2}$
Calfskins	@20	@21ax	@20
Kips, nat.	@18	@18	25 $\frac{1}{2}$ @20
Kips, ov-wt.	@16	@16	@24
Kips, brnd'd.	@14 $\frac{1}{2}$	@14 $\frac{1}{2}$	@22 $\frac{1}{2}$
Slunks, reg.	@1.20	@1.20	@1.75
Slunks, hris.	@25n	@25	@60n

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

Nat. all-wts.	@13 $\frac{1}{2}$ n	@13n	@19 $\frac{1}{2}$
Brnd'd	12 $\frac{1}{2}$ @13n	@12 $\frac{1}{2}$ n	@17 $\frac{1}{2}$
Nat. bulls	9 $\frac{1}{2}$ @10n	@10n	@14
Brnd'd bulls.	8 $\frac{1}{2}$ @9n	@9n	@12 $\frac{1}{2}$
Calfskins	@18 $\frac{1}{2}$	@18 $\frac{1}{2}$	@27ax
Kips	@16 $\frac{1}{2}$	@16 $\frac{1}{2}$	@24ax
Slunks, reg.	@1.10	@1.10	@1.60
Slunks, hris.	@20n	@20n	@55

COUNTRY HIDES.

Hvy. steers.	@10 $\frac{1}{2}$ n	@10n	15 $\frac{1}{2}$ @16
Hvy. cows.	@10 $\frac{1}{2}$ n	@10n	15 $\frac{1}{2}$ @16
Butts	@11 $\frac{1}{2}$ n	@11 $\frac{1}{2}$ n	16 @16 $\frac{1}{2}$
Extremes	12 $\frac{1}{2}$ @13n	12 $\frac{1}{2}$ @13n	18 @18 $\frac{1}{2}$
Bulls	7 @7 $\frac{1}{2}$ n	7 @7 $\frac{1}{2}$	12 @12 $\frac{1}{2}$
Calfskins	@14n	@14n	@20n
Kips	@13n	@13n	@19
Light calf	1.00@1.10	1.00@1.10	1.35@1.50
Deacons	1.00@1.10	1.00@1.10	1.35@1.50
Slunks, reg.	50 @60n	50 @60n	75 @90
Slunks, hris.	@10n	@10n	25 @30
Horsehides	3.75@4.15	3.75@4.15	5.75@7.00
Hogskins	@55	@55	70 @80

SHEEPSKINS.

Pkr. lambs.	1.20@1.30	1.20@1.35	.....
Sm. pkr. ....	.....	.....	.....
Lambs	1.00@1.15	1.10@1.25	1.80@1.85
Pkr. shearings.	1.00@1.15	@1.15	@1.20
Dry pelts	@18	18 @19	26 @28

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Nov. 21, 1929.

CATTLE—Compared with a week ago: Weighty steers, after falling to new low levels for the year, regained the downturn on short week-end run, but bulk week's excessive crop sold 50c lower. Yearlings and light steers also sold off, but likewise came back as week closed. Fat she stock, 25@50c lower; cutters, steady; bulls, steady to 25c lower; vealers, mostly steady; crop weighty long fed steers largest for corresponding period since 1926; market very slow and uneven at decline. Heavy bullocks marketed from wide feeding territory; most offerings over-fa.; light yearlings very scarce, especially baby beef kind; long yearlings scaling 1,050 to 1,150 lbs. discriminated against unless such kinds were strictly choice; replacement demand narrow at weak to 25c lower prices; heavy feeders off most. Extreme top yearlings \$15.55; best heavies, \$14.50; most weighty steers, \$11.50@13.50; yearlings, \$12.00@14.00. Not many fat cows sold above \$9.50; liberal run western grass cows, \$7.00@8.00, with heifers at \$3.00@8.75; low cutter cows, \$5.00@5.25; strongweight cutters, \$5.40@6.00. Outstanding sausage bulls sold as high as \$9.40, with bulk weighty offerings, \$8.50@9.00; light kinds or heavy rough offerings, \$7.25@8.00. Light vealers closed at \$13.00@14.00; choice shipper kinds, \$14.50@15.00.

HOGS—Hog prices fluctuated within a very narrow range but established a new low for the season when the top touched \$9.15 on Tuesday. Compared with last Thursday's close, today's prices mostly unchanged, although light lights and pigs are 10@25c lower. Today's top, \$9.35 paid for 250- to 280-lb. weights; bulk 190- to 300-lb. averages,

\$9.10@9.25; 150- to 190-lb. weights, \$8.75@9.10; 100- to 140-lb. averages, \$8.25@8.75; bulk packing sows, \$8.00@8.40, a few up to \$8.50 and above.

SHEEP—Expanded receipts late erased most of early 50@75c advance. Compared with one week ago: Fat lambs, 25@40c higher; fat ewes, steady. Week's tops: Fat lambs, \$13.50; yearlings, \$11.25; fat ewes, \$5.75. Bulks: Fat lambs early, \$12.75@13.25; late, \$12.50@12.75; yearlings, \$9.75@10.75; fat ewes, \$5.00@5.65. Feeding lambs closed slow and fully 25c lower; early top, \$13.00; bulk, \$12.25@12.75; medium to good kinds late, \$11.25@12.25.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Nov. 21, 1929.

CATTLE—Light weight fed steers and yearlings were scarce throughout the week and values are strong to 25c higher than a week ago. Medium weight and heavy steers moved slowly at steady to 25c lower rates. All classes of she stock closed at steady to 25c lower levels, with grass fat heifers and the lower grades of cows off most. Choice 1,010-lb. yearlings made the week's top at \$14.50, and best matured steers stopped at \$13.00. Bulk of the fed offerings cleared from \$10.00@12.25, although several loads of yearlings went from \$12.50@13.35. Bulls advanced 25@50c under a broad outside demand. Vealers closed fully steady, with the late top at \$13.00, but weighty calves were dull and 50c@1.00 lower.

HOGS—A weaker undertone featured the hog market most of the week, although some strength was in evidence on Wednesday's session as a result of a rather urgent demand from packers. Final prices are 20@25c lower than last

Thursday, with the late top at \$9.10 on choice grades of 210- to 300-lb. weights. Underweights met a limited outlet and show the full loss, with \$8.25@8.85 taking most of the 130- to 170-lb. weights. Packing grades were reduced 25@35c, with most sales at \$8.00 down.

SHEEP—Trade in fat lambs ruled slow, and values are closing on a steady to weak basis as compared with last Thursday. Best fed westerns and range lambs scored \$12.60 for the week's top, while the bulk of this class ranged from \$12.25@12.60. Desirable natives sold up to \$12.25, with others at \$11.50@12.00. Mature classes were scarce, and prices are strong to 25c higher than a week ago.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Nov. 21, 1929.

CATTLE—Steadily declining prices featured the week's trade on fed steers and yearlings, with the market working to new low levels. Some strength on closing days resulted in a partial recovery of the early declines, with week's loss mostly 25@50c. Yearlings under 1,000 lbs., weak to 25c lower. She stock closed weak to 25c lower. Bulls and veals, steady. The week's top price of \$15.00 was paid for several loads of yearlings averaging from 987 to 1,070 lbs. Choice big weight steers turned at \$12.75.

HOGS—A two-way market developed in the hog division with liberal receipts featuring at all leading markets early in the week, resulting in a breaking market, but lighter receipts later resulted in partial recovery. Comparisons Thursday with Thursday uncover a 15@20c decline on butchers and light hogs, while packing sows are steady. Thursday's top was \$8.90; part load, \$8.95, with 200- to 300-lb. butchers \$8.75@8.90.

SHEEP—Market on slaughter lambs developed irregularly, and advances recorded the fore part of the week were not only wiped out but heavy lambs show a loss of around 25c. Matured sheep are unchanged. On Thursday, bulk fed woolled lambs sold \$11.75@12.10; top, \$12.40; fed clipped lambs, \$11.25@11.35; fed yearlings, \$9.00@9.50; slaughter ewes, good and choice, \$5.00@5.75.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Nov. 21, 1929.

CATTLE—The pre-holiday decline in beef steer prices, which occurs annually at this particular time, was again in evidence this week. Compared with one week ago: Light weight steers sold steady to 25c lower; a few yearlings and desirable kinds on the yearling order, steady; medium weights and heavies declined 50c. All slaughter she stock closed 25c higher, spots up more, while sausage bulls went steady to 25c higher, tops only showing the advance. Vealers closed \$1.00 off. Top yearlings recorded \$14.00, with bulk of all steers \$9.65@12.50. Best mixed yearlings scored \$14.00; bulk of fat heifers, \$12.50@13.50; most cows, \$6.75@7.75; low cutters, largely \$4.25@5.00. Veal-



ers opened the week at \$16.00 and closed today at \$14.75.

HOGS—Minor fluctuations featured the week's hog trade, with a net loss of 25@30c, slaughter pigs slipping back 25@50c. Most 170- to 250-lb. hogs cleared at \$9.20@9.25; top, \$9.30. Packing sows bulked at \$8.00@8.10.

SHEEP—Fat lambs gained a quarter this week, with most packer sales at \$12.25 and \$12.50; top to city butchers, \$13.00. Sheep were steady; fat ewes, \$4.50@5.25.

SIoux CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Nov. 21, 1929.

CATTLE—Better grade light yearlings found more liberal demand and finished weak to 25c lower, while 25@50c losses were recorded for steers and other yearlings, with the medium break noted most frequently for plain medium weight steers. Choice yearlings topped at \$14.40; numerous sales noted at \$14.00@14.25, with the bulk of grain feds downward to \$11.50. Fat she stock declined 25@50c. Yearling heifers and low grade cows escaped with minimum losses. Medium to good heifers bulked at \$10.00@11.50, and a few reached \$13.00. Most beef cows turned at \$6.25@8.50. Vealers held about steady, and the late top stood at \$12.50. Bulls were little changed, with heavy beef kinds up to \$8.50.

HOGS—Swine values ruled 10@25c lower, with weighty butchers at the minimum downturn. Choice 290-lb. weights topped late at \$9.00. Desirable 170- to 340-lb butchers bulked at \$8.60

@8.85, and light lights dropped down to \$8.25.

SHEEP—Slaughter lambs declined 10@25c. Heavy fed kinds took the major loss. Choice light and heavy-weight fed rangers turned at \$12.00@12.25 late, with the latter price top. Fat ewes ruled steady to 25c higher, and good to choice kinds cleared at \$5.00@5.75.

ST. PAUL

(Reported by U. S. Bureau of Agricultural Economics.)

So. St. Paul, Minn., Nov. 20, 1929.

CATTLE—Opening advances on slaughter cattle have been wiped out during the past two days, with trade extremely slow at the decline. Fed steers sold largely at \$10.00@11.50; grassers, \$8.50@10.00; outstanding westerns, to \$11.00 and \$11.50. Heavy spayed heifers reached \$10.00; cows, \$8.00@8.75; bulk fat cows, \$6.00@7.00; heifers, \$7.00@8.00; low cutters and cutters, \$4.50@5.50; bulls, \$8.00 down, with vealers largely \$12.00@12.50 today.

HOGS—Lights and butcher hogs declined 20c, other classes holding steady. Desirable 160- to 260-lb. weights today scored largely at \$8.90; sows, \$7.75@8.25; light lights, \$8.25@8.50; pigs at \$8.00.

SHEEP—Lamb values worked 75c higher, these centering largely at \$12.50 for good and choice offerings today, with the first of the season's fed westerns reaching \$12.75. Ewes worked strong to 15c higher, bulk scoring at \$5.00@5.25, choice 116-lb. westerns at \$5.40.

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Nov. 16, 1929, with comparisons:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Nov. 16.....	308,000	710,000	362,000
Previous week	321,000	655,000	415,000
1928	301,000	759,000	384,000
1927	335,000	734,000	297,000
1926	387,000	651,000	349,000
1925	344,000	601,000	288,000

At 11 markets:	Hogs.
Week ended Nov. 16.....	623,000
Previous week	574,000
1928	607,000
1927	641,000
1926	568,000
1925	587,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Nov. 16.....	211,000	508,000	206,000
Previous week	223,000	490,000	232,000
1928	210,000	517,000	228,000
1927	233,000	515,000	190,000
1926	301,000	402,000	220,000
1925	258,000	485,000	176,000

U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal inspection at nine centers during the week ended Friday, Nov. 15, 1929:

	Wk. ended Nov. 15.	Prev. week.	Cor. week.
Chicago	151,307	144,580	152,563
Kansas City, Kan.	40,711	40,905	57,474
Omaha	25,994	23,342	28,454
*St. Louis	55,179	52,009	70,454
Sioux City	21,615	15,517	18,331
St. Paul	85,291	73,787	70,778
St. Joseph, Mo.	25,732	24,958	27,855
Indianapolis	31,354	26,081	24,358
New York City	39,133	38,727	46,987

*Includes East St. Louis, Ill.

Do you know how to build your hide pack to prevent shrinkage and keep your hides in No. 1 condition? Ask the "Packer's Encyclopedia."

J. W. MURPHY CO.

Order Buyers

HOGS ONLY

Utility and Cross Cyphers

Reference any Omaha Bank

Union Stock Yards

Omaha, Nebr.

BANGS & TERRY

Buyers of Livestock

Hogs, Killing and Feeding Pigs

Union Stock Yards, South St. Paul, Minn.

Reference: Stock Yards National Bank. Any Bank in Twin Cities

Write or wire us

E. K. Corrigan

Exclusive Hog Order Buyer

Operating on Three Markets

So. Omaha Kansas City So. St. Joseph

E. K. Corrigan Karl N. Soeder R. G. Symon

The Commission is the Same—Why not Get the Best?
Three A-1 Hog Buyers to Serve You

Write—Phone—Wire

Murphy Bros. & Company

Exclusively Hog Order Buyers

Telephone Yards 0184 Union Stock Yards 1111 4201

Strictly Hog Order Buyers on
Commission Only

GOOGINS & WILLIAMS

Long Distance Telephone Boulevard 9465

Union Stock Yards, Chicago

Order Buyers of Live Stock

McMurray—Johnston—Walker, Inc.

Indianapolis
Indiana

Ft. Wayne
Indiana

*Do you buy your Livestock
through Recognized Pur-
chasing Agents?*

R. R. Lewis Co.

Buyers Only

Hogs Cattle

Union Stock Yards, So. St. Paul, Minn.

RECEIPTS AT CENTERS

SATURDAY, NOVEMBER 16, 1929.				TUESDAY, NOVEMBER 19, 1929.				THURSDAY, NOVEMBER 21, 1929.			
	Cattle.	Hogs.	Sheep.		Cattle.	Hogs.	Sheep.		Cattle.	Hogs.	Sheep.
Chicago	300	13,000	6,000	Chicago	7,000	40,000	11,000	Chicago	6,000	42,000	12,000
Kansas City	1,000	2,000	...	Kansas City	9,000	9,000	4,000	Kansas City	2,000	8,000	2,000
Omaha	200	3,000	350	Omaha	7,000	8,000	9,000	Omaha	3,000	9,500	8,000
St. Louis	100	11,000	300	St. Louis	5,000	16,000	2,500	St. Louis	2,000	12,500	2,000
St. Joseph	100	4,500	2,000	St. Joseph	1,800	7,000	3,000	St. Joseph	1,100	8,500	5,000
Sioux City	800	2,000	2,500	Sioux City	2,000	5,500	3,500	Sioux City	1,800	6,500	1,000
St. Paul	2,700	2,800	5,500	St. Paul	1,700	9,700	2,000	St. Paul	2,100	13,000	3,000
Oklahoma City	100	300	...	Oklahoma City	1,200	1,400	...	Oklahoma City	1,000	1,000	100
Fort Worth	100	300	...	Fort Worth	4,000	900	1,000	Fort Worth	3,000	600	500
Milwaukee	...	100	...	Milwaukee	800	3,000	500	Milwaukee	600	3,500	400
Denver	1,500	200	1,800	Denver	3,900	1,200	3,200	Denver	1,300	1,300	400
Louisville	100	500	100	Louisville	750	1,400	300	Louisville	400	1,200	200
Wichita	200	200	200	Wichita	700	3,400	400	Wichita	400	1,400	100
Pittsburgh	100	3,000	300	Pittsburgh	1,000	13,000	1,800	Pittsburgh	700	8,000	1,800
Cincinnati	100	1,100	200	Cincinnati	100	1,000	300	Cincinnati	100	2,500	1,800
Buffalo	100	1,500	500	Buffalo	300	5,000	500	Buffalo	600	3,800	400
Cleveland	100	500	300	Cleveland	100	600	100	Cleveland	100	2,300	600
Nashville	100	200	...	Nashville	300	1,000	200	Nashville	300	900	400
Toronto	300	100	200	Toronto	1,700	700	600	Toronto	100	300	...

MONDAY, NOVEMBER 18, 1929.

Chicago	21,000	48,000	15,000
Kansas City	24,000	7,000	5,000
Omaha	18,000	9,000	12,000
St. Louis	4,500	12,000	2,000
St. Joseph	3,200	6,500	3,500
Sioux City	11,500	6,500	7,500
St. Paul	9,800	33,000	22,000
Oklahoma City	2,400	2,700	300
Fort Worth	6,200	1,000	1,500
Milwaukee	300	1,200	300
Louisville	600	1,500	700
Indianapolis	600	9,000	1,000
Pittsburgh	1,000	6,700	2,500
Cincinnati	2,000	4,800	3,600
Buffalo	1,700	14,000	8,400
Cleveland	900	4,600	3,600
Nashville	400	1,000	400
Toronto	1,700	700	600

WEDNESDAY, NOVEMBER 20, 1929.

Chicago	11,000	20,000	16,000
Kansas City	5,500	7,500	7,000
Omaha	5,000	8,000	10,000
St. Louis	2,800	13,500	2,000
St. Joseph	1,600	8,000	5,000
Sioux City	2,500	6,000	3,500
St. Paul	2,600	25,000	2,500
Oklahoma City	1,800	1,500	200
Fort Worth	3,000	600	400
Milwaukee	700	4,500	300
Denver	2,100	1,300	1,000
Louisville	400	1,200	300
Wichita	1,100	2,300	1,600
Indianapolis	1,000	10,000	1,500
Pittsburgh	100	2,300	1,000
Cincinnati	500	5,000	400
Buffalo	100	2,100	500
Cleveland	600	2,600	1,400
Nashville	300	900	200
Toronto	300	1,100	1,600

FRIDAY, NOVEMBER 22, 1929.

Chicago	2,000	27,000	8,000
Kansas City	1,000	6,000	2,000
Omaha	1,500	10,000	2,000
St. Louis	1,100	11,000	300
St. Joseph	700	5,500	3,000
Sioux City	1,500	6,000	2,500
St. Paul	1,900	15,000	2,000
Oklahoma City	700	1,400	300
Fort Worth	1,800	500	500
Milwaukee	1,500	200	100
Denver	500	700	2,100
Wichita	300	1,200	100
Indianapolis	500	8,000	1,000
Pittsburgh	...	4,500	1,200
Cincinnati	500	4,200	700
Buffalo	100	4,800	3,400
Cleveland	100	1,500	2,000

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Nov. 21, 1929, as reported to THE NATIONAL PROVISIONER by direct wire of the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs and roasting pigs excluded):		CHICAGO.		E. ST. LOUIS.		OMAHA.		KANS. CITY.		ST. PAUL.	
Hvy. wt. (250-350 lbs.) med-ch.	8.75@9.35	8.75@9.25	8.35@9.00	8.75@9.25	8.35@9.00	8.75@9.25	8.35@9.00	8.75@9.25	8.35@9.00	8.75@9.25	8.35@9.00
Med. wt. (200-250 lbs.) med-ch.	8.85@9.35	8.85@9.25	8.85@9.25	8.85@9.25	8.85@9.25	8.85@9.25	8.85@9.25	8.85@9.25	8.85@9.25	8.85@9.25	8.85@9.25
Lt. wt. (100-200 lbs.) com-ch.	8.65@9.20	8.75@9.25	8.45@9.00	8.50@9.00	8.50@9.00	8.50@9.00	8.50@9.00	8.50@9.00	8.50@9.00	8.50@9.00	8.50@9.00
Lt. lt. (100-150 lbs.) com-ch.	8.35@9.10	8.25@9.20	8.00@9.80	8.00@9.80	8.00@9.80	8.00@9.80	8.00@9.80	8.00@9.80	8.00@9.80	8.00@9.80	8.00@9.80
Packing sows, smooth and rough.	8.00@8.50	7.75@8.25	7.65@8.25	7.65@8.25	7.65@8.25	7.65@8.25	7.65@8.25	7.65@8.25	7.65@8.25	7.65@8.25	7.65@8.25
Str. pigs (150 lbs. down) med-ch.	8.00@8.75	7.75@8.50	7.50@8.25	7.50@8.25	7.50@8.25	7.50@8.25	7.50@8.25	7.50@8.25	7.50@8.25	7.50@8.25	7.50@8.25
Av. cost & wt. Wed. (pigs excl.).	9.00-228 lb.	9.14-200 lb.	8.61-247 lb.	8.88-220 lb.	8.76-214 lb.	8.76-214 lb.	8.76-214 lb.	8.76-214 lb.	8.76-214 lb.	8.76-214 lb.	8.76-214 lb.

Slaughter Cattle and Calves:

STEERS (1,500 LBS. UP):		11.75@14.00									
Good-ch.											
STEERS (1,300-1,500 LBS.):		13.75@14.85		13.00@14.00		12.50@13.75		12.50@13.75		13.00@14.00	
Choice											
Good											
STEERS (1,100-1,300 LBS.):		14.25@15.50		14.00@15.00		12.75@14.75		12.50@14.25		13.25@14.50	
Choice											
Good											
STEERS (950-1,000 LBS.):		14.75@15.50		14.50@15.50		13.50@15.50		13.00@14.75		13.75@15.00	
Choice											
Good											
STEERS (800 LBS. UP):		10.50@12.50		9.25@12.00		9.50@11.50		8.75@11.50		9.75@11.75	
Medium											
Common											
STEERS (750-800 LBS.):		8.00@11.00		7.75@9.25		7.75@9.50		7.50@9.75		7.00@9.75	

YEARLINGS (750-850 LBS.):

Choice	15.00@15.75	14.75@15.25	14.25@15.25	13.75@15.00	14.25@15.25	14.25@15.25
Good	13.00@15.00	13.00@14.75	12.25@14.25	12.00@14.20	12.25@14.25	12.25@14.25

HEIFERS (850 LBS. DOWN):

Choice	14.00@15.00	14.00@15.00	13.00@14.00	13.00@14.50	13.25@14.25	13.25@14.25
Good	12.50@14.00	12.50@14.00	11.50@13.50	11.25@13.75	11.75@13.25	11.75@13.25
Common-med.	7.00@12.50	7.50@12.50	7.00@11.50	7.00@11.50	7.00@11.50	7.00@11.50

HEIFERS (850 LBS. UP):

Choice	11.00@14.50	10.75@14.25	10.50@13.75	10.50@14.25	10.50@14.00	10.50@14.00
Good	9.00@14.00	9.75@13.25	9.00@13.00	9.25@13.00	9.00@12.50	9.00@12.50
Medium	7.75@12.50	8.00@12.00	7.50@11.50	7.75@11.25	8.00@11.25	8.00@11.25

COWS:

Choice	9.25@10.00	9.25@10.00	8.75@9.75	8.75@10.00	8.75@9.75	8.75@9.75
Good	7.50@9.50	8.25@9.25	7.50@8.75	7.25@8.75	7.25@8.75	7.25@8.75
Common-med.	6.00@7.50	6.75@8.25	6.00@7.50	5.50@7.25	6.00@7.25	6.00@7.25
Low cutter and cutter.	4.75@6.00	4.25@6.75	4.75@6.00	4.25@5.50	4.50@6.00	4.50@6.00

BULLS (YEARLINGS EXC.):

Beef, good-ch.	8.75@10.00	8.00@9.75	8.00@9.25	7.75@9.00	8.00@9.00	8.00@9.00
Cutter-med.	6.50@9.25	6.00@8.50	6.00@8.00	5.25@7.75	6.00@8.00	6.00@8.00

CALVES (500 LBS. DOWN):

Medium-ch.	8.00@11.00	8.00@11.50	8.50@10.50	7.00@10.25	8.00@11.00	8.00@11.00
Cull-common	7.00@8.00	6.00@8.00	5.50@8.50	5.50@7.00	5.50@8.00	5.50@8.00

VEALERS (MILK-FED):

Good-ch.	12.00@15.00	13.25@14.75	11.00@14.50	10.00@13.00	11.50@13.50	11.50@13.50
Medium	11.00@12.00	10.75@13.25	9.00@11.50	8.00@10.00	8.50@11.00	8.50@11.00
Cull-common	7.00@11.00	6.00@10.75	6.00@9.00	6.00@8.00	6.00@8.50	6.00@8.50

SLAUGHTER SHEEP AND LAMBS:

Lambs (84 lbs. down)	12.35@13.25	12.25@13.00	11.50@12.40	11.50@12.50	11.75@12.50	11.75@12.50
Lambs (92 lbs. down)	11.00@12.35	10.50@12.25	10.00@11.50	10.00@11.50	10.50@11.75	10.50@11.75
Lambs (all weights)	9.00@11.00	8.00@10.50	8.75@10.00	8.00@10.00	8.25@10.50	8.25@10.50
Yearling wethers (110 lbs. down) medium choice	8.50@11.25	7.75@10.25	7.00@9.75	8.25@10.50	7.50@10.25	7.50@10.25
Ewes (120 lbs. down) med-ch.	4.50@5.85	4.50@5.50	4.25@5.85	5.00@6.00	4.50@5.50	4.50@5.50
Ewes (120-150 lbs.) med-ch.	4.25@5.75	4.25@5.50	4.00@5.50	4.75@5.75	5.00@6.00	5.00@6.00
Ewes (all weights) cull-com.	2.25@4.50	2.50@4.50	1.75@4.25	2.00@5.00	2.50@5.00	2.50@5.00

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, November 16, 1929, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	5,762	8,874	13,553
Swift & Co.	6,192	7,106	13,812
Morris & Co.	1,843	8,043	5,237
Wilson & Co.	4,850	8,383	7,787
Anglo-Amer. Prov. Co.	2,148	4,236	.....
G. H. Hammond Co.	2,439	3,553	.....
Libby, McNeill & Libby.	1,333	.....	.....
Brennan Packing Co., 7,503 hogs; Independent Packing Co., 3,349 hogs; Boyd, Lunham & Co., 3,080 hogs; Western Packing & Provision Co., 7,041 hogs; Agar Pkg. Co., 5,079 hogs; others, 34,793 hogs.	.....	.....	.....
Totals: Cattle, 24,570; calves, 6,377; hogs, 101,122; sheep, 40,389.	.....	.....	.....

OMAHA.

	Cattle and calves.	Hogs.	Sheep.
Armour and Co.	3,598	6,537	4,933
Cudahy Pkg. Co.	4,548	6,671	5,554
Dold Pkg. Co.	986	5,022	.....
Morris & Co.	2,049	483	1,890
Swift & Co.	3,788	5,312	5,185
Eagle Pkg. Co.	6	.....	.....
Hoffman Bros.	33	.....	.....
Mayerowich & Vall.	13	.....	.....
Omaha Pkg. Co.	40	.....	.....
J. Rife Pkg. Co.	11	.....	.....
J. Roth & Sons.	104	.....	.....
So. Omaha Pkg. Co.	83	.....	.....
Lincoln Pkg. Co.	233	.....	.....
Nagle Pkg. Co.	103	.....	.....
Sinclair Pkg. Co.	289	.....	.....
Wilson & Co.	10	.....	.....
Others	13,844	.....	.....
Total	15,894	40,860	17,564

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,501	696	5,756	2,000
Cudahy Pkg. Co.	3,774	844	5,531	3,779
Fowler Straub Co.	3,128	.....	.....	.....
Morris & Co.	2,251	916	3,059	1,229
Swift & Co.	4,107	1,346	6,452	1,895
Wilson & Co.	3,175	609	4,497	2,985
Others	898	24	542	183
Total	18,148	4,435	23,837	12,773

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,275	400	4,361	2,275
Swift & Co.	2,997	713	6,104	2,072
Morris & Co.	1,644	516	1,762	111
East Side Pkg. Co.	1,129	.....	6,880	.....
Amer. Pkg. Co.	498	29	1,993	135
Hell Pkg. Co.	.....	.....	1,784	.....
Krey Pkg. Co.	309	40	367	.....
Others	4,162	856	10,173	1,537
Total	12,714	2,554	33,404	6,150

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,415	529	12,569	8,879
Armour and Co.	2,132	341	5,587	2,102
Morris & Co.	1,001	285	7,156	1,121
Others	4,102	1,161	7,060	919
Total	9,650	2,316	32,372	13,021

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,033	193	8,779	6,065
Armour and Co.	2,743	223	7,919	5,983
Swift & Co.	1,922	256	4,851	5,566
Smith Bros.	2	.....	26	.....
Others	1,574	181	9,078	498
Total	9,274	853	30,753	18,622

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	2,370	1,479	2,593	180
Wilson & Co.	2,613	1,541	2,578	236
Others	111	.....	764	.....
Total	5,294	3,020	5,935	416
Not including 555 cattle, 431 hogs and 600 sheep bought direct.	.....	.....	.....	.....

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,073	342	3,269	664
Jacob Dold Co.	409	22	2,295	25
Fred W. Dold.	60	.....	394	.....
Wichita D. B. Co.	16	.....	.....	.....
Dunn-Osterberg	109	.....	.....	.....
Keefe-Le Sturgeon	13	.....	.....	.....
Total	1,680	364	5,958	680
Not including 4,900 hogs bought direct.	.....	.....	.....	.....

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,667	172	1,169	981
Armour and Co.	1,538	233	1,769	472
Blayne-Murphy Co.	724	93	1,027	.....
Others	733	99	1,422	885
Total	4,682	597	5,987	6,308

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,126	4,341	33,276	10,120
Cudahy Pkg. Co.	638	957	309	617
Hertz Bros.	189	27	28	.....
Swift & Co.	4,437	6,437	39,313	14,381
United Pkg. Co.	1,437	137	.....	.....
Others	1,645	.....	22,056	9,232
Total	11,492	11,944	95,040	34,378

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Planckinton Pkg. Co.	2,010	5,265	16,073	1,398
Swift & Co., Balti.	.....	.....	184	.....
U. D. B. Co., N. Y.	35	.....	.....	.....
The Layton Co.	.....	.....	1,482	.....
R. Gumz & Co.	145	17	95	21
Armour & Co., Milw.	740	2,620	.....	.....
Bimble, Jersey City	.....	.....	550	.....
Bimble, Harrison.	.....	.....	.....	.....
N. J.	.....	.....	183	.....
Corkran Hill, Balti.	.....	.....	370	.....
Others	495	315	210	354
Total	3,434	8,217	19,156	1,773

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Foreign	1,544	1,437	3,339	.....
Kingman & Co.	1,310	793	26,281	565
Armour and Co.	529	40	1,897	40
Indpls. Abt. Co.	1,507	20	715	305
Hilgmeier Bros.	4	.....	1,396	.....
Brown Bros.	98	13	76	.....
Schussler Pkg. Co.	41	.....	439	.....
Riverview Pkg. Co.	12	.....	173	.....
Meier Pkg. Co.	90	10	352	.....
Ind. Prov. Co.	11	1	313	15
Art Wabnitz	10	44	.....	42
Mass Hartman Co.	31	8	.....	.....
Hoecker Abt. Co.	17	.....	.....	.....
Others	694	118	569	328
Total	5,898	3,144	63,668	4,634

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons	.....	5	.....	23
J. Hilberg & Son	17	.....	40	.....
J. B. Ireton	80	80	.....	.....
Gus Juengling	213	144	.....	75
E. Kahn's Sons Co.	1,317	372	5,161	578
Kroger G. & B. Co.	254	32	3,588	.....
J. Lorey Pkg. Co.	4	.....	301	.....
H. H. Meyer Co.	.....	.....	3,128	.....
W. G. Rehn's Sons	100	58	.....	.....
A. Sander Pkg. Co.	4	.....	1,240	.....
J. Schlachter's Sons	220	206	.....	167
J. & F. Schroth Co.	14	.....	3,148	.....
John F. Stegner	233	113	.....	75
J. Vogel & Son	9	4	447	.....
Ideal Pkg. Co.	.....	.....	512	.....
C. A. Freund	.....	.....	.....	.....
Foreign	1,067	6,392	1,781	655
Total	4,240	7,406	19,312	1,828
Not including 425 cattle and 3,856 hogs bought direct.	.....	.....	.....	.....

RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ended Nov. 16, 1929, with comparisons:

CATTLE.

	Week ended Nov. 16.	Prev. week.	Cor.
Chicago	24,570	27,296	31,166
Kansas City	18,148	20,833	17,512
Omaha (incl. calves)	15,894	16,078	17,928
St. Louis	12,714	10,210	13,243
St. Joseph	9,650	11,586	10,006
Sioux City	9,274	7,923	8,989
Oklahoma City	5,294	5,904	5,011
Wichita	1,680	1,993	1,583
Denver	4,682	5,803	5,286
St. Paul	11,492	13,023	14,053
Milwaukee	3,434	3,215	4,649
Indianapolis	5,898	5,070	5,935
Cincinnati	4,240	3,670	2,237
Total	126,076	132,734	136,418

HOGS.

	Week ended Nov. 16.	Prev. week.	Cor.
Chicago	101,122	80,404	157,100
Kansas City	23,837	27,859	33,028
Omaha	40,860	47,855	45,016
St. Louis	33,404	39,600	47,790
St. Joseph	32,372	41,822	35,102
Sioux City	30,753	28,497	32,076
Oklahoma City	5,935	3,548	7,434
Wichita	5,935	6,561	13,425
Denver	5,987	4,526	6,681
St. Paul	95,040	76,593	77,475
Milwaukee	19,156	17,841	18,153
Indianapolis	63,668	36,888	61,570
Cincinnati	19,312	15,174	24,146
Total	477,413	421,308	558,986

SHEEP.

	Week ended Nov. 16.	Prev. week.	Cor.
Chicago	40,389	46,972	62,554
Kansas City	12,773	16,457	13,785
Omaha	17,564	22,798	28,231
St. Louis	6,150	9,239	6,244
St. Joseph	13,021	16,319	14,412
Sioux City	18,622	13,602	17,048
Oklahoma City	416	854	137
Wichita	680	1,095	983
Denver	6,308	7,255	7,133
St. Paul	34,378	39,893	34,444
Milwaukee	1,773	2,567	3,170
Indianapolis	4,634	9,255	6,835
Cincinnati	1,828	1,454	1,511
Total	158,045	187,770	196,197

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Nov. 11	22,183	3,122	47,847	18,118
Tues., Nov. 12	6,488	2,132	39,396	9,286
Wed., Nov. 13	11,654	2,510	26,496	14,564
Thurs., Nov. 14	7,582	2,135	38,055	8,613
Fri., Nov. 15	1,753	609	34,390	2,744
Sat., Nov. 16	300	100	14,000	6,000
This week	49,962	10,688	199,384	59,325
Previous week	54,680	9,693	156,130	67,318
Year ago	63,566	14,146	179,381	77,696
Two years ago	69,012	13,943	206,306	61,437

Total receipts for month and year to Nov. 16, with comparisons:

	Nov. 1929.	Nov. 1928.	Nov. 1927.	Nov. 1926.
Cattle	106,495	126,093	2,091,424	2,186,795
Calves	21,144	29,054	605,852	682,083
Hogs	384,344	337,733	6,912,839	7,226,945
Sheep	135,235	157,096	3,339,642	3,432,107

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Nov. 11	4,519	13	8,199	3,690
Tues., Nov. 12	3,494	92	7,107	3,481
Wed., Nov. 13	4,630	204	2,442	2,000
Thurs., Nov. 14	3,075	138	4,850	3,533
Fri., Nov. 15	1,577	39	6,497	1,590
Sat., Nov. 16	100	.....	1,000	2,000
This week	16,395	510	30,134	15,298
Previous week	18,019	532	32,078	18,754
Year ago	15,897	831	33,223	13,985
Two years ago	23,375	1,268	58,527	14,406

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Nov. 16	\$12.90	\$9.15	\$4.85	\$12.20
Previous week	12.75	9.15	4.85	12.50
1928	14.15	8.85	5.75	13.10
1927	14.30	9.05	6.00	13.65
1926	9.90	12.00	6.10	13.25
1925	10.20	11.35	7.75	15.30
1924	9.60	9.20	6.50	13.85
Av., 1924-1928	\$11.65	\$10.10	\$6.40	\$13.85

SUPPLIES FOR CHICAGO PACKERS.

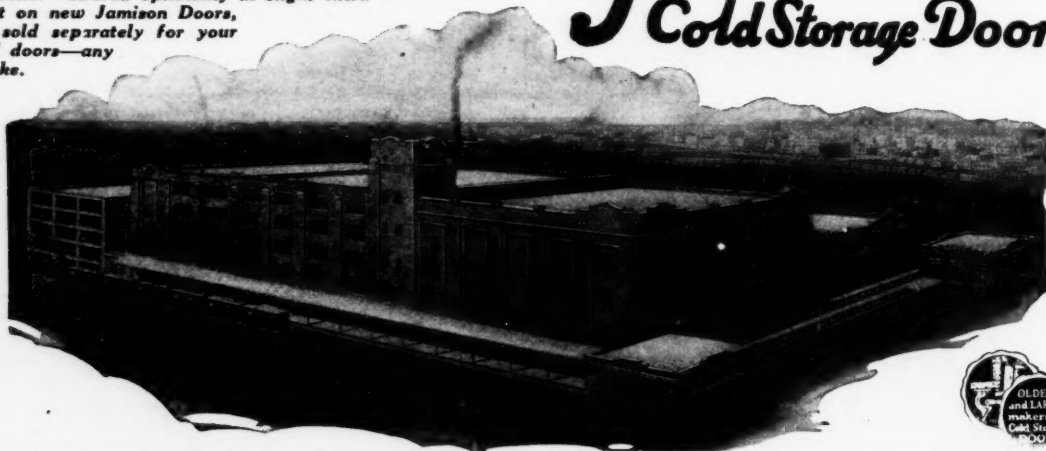
Net supply of cattle, hogs and sheep for packers at the Chicago Stock Y

Over 500 Carcasses a day go through these Jamison Doors

In this five-story Pueblo, Colo., plant of the Nuckolls Packing Company are manufactured more than 35 tons of ice per day. It also produces 150 tons of refrigeration. More than 500 pork carcasses are handled daily in addition to its beef packing.

34 Jamison Units guard the cold storage rooms—Nuckolls knows by experience the dependability of Jamison products.

Our catalog shows why. Ask also for illustrated folder on the new Patented Jamison WEDGETIGHT Fastener—offered optionally at slight extra cost on new Jamison Doors, or sold separately for your old doors—any make.



JAMISON COLD STORAGE DOOR CO. Hagerstown, Md. U. S. A.

Branch Offices: 2 W. 45th St., NEW YORK . . . 1832
Builders Bldg., 228 N. La Salle St., CHICAGO . . .
2650 Santa Fe Avenue, LOS ANGELES . . . 333 Market
St., SAN FRANCISCO . . . Southern Representatives,
address Hagerstown . . . Foreign Agents: Von Hamm-
Young, HONOLULU . . . Armstrong Cork Co., Ltd.,
LONDON . . . Okura & Company, JAPAN.

Jamison

Cold Storage Doors

Patrons of provision houses appreciate service backed by Frick Refrigeration: meats and provisions are always kept in prime condition.

Hundreds of owners are benefited by Frick Refrigeration. Are you? If not, let us demonstrate features of Frick Refrigeration, which we have spent nearly fifty years developing. Write

REFRIGERATION

Mathieson Ammonia

Anhydrous and Aqua

SODA ASH	VANILLIN	COUMARIN
CAUSTIC SODA	BENZOIC ACID	
LIQUID CHLORINE	BENZALDEHYDE	
BLEACHING POWDER	ETHYL VANILLIN	
CHLORINE PRODUCTS	BENZOYL CHLORIDE	
BICARBONATE OF SODA	BENZOATE OF SODA	
H T H (HYPOCHLORITE)	BENZYL ALCOHOL	
PURITE (FUSED SODA ASH)	SULPHUR DICHLORIDE	

The high Mathieson standards of manufacture and the complete facilities for prompt, efficient service guarantee to every Ammonia purchaser utmost value and satisfaction.

The MATHIESON ALKALI WORKS (Inc.)
250 PARK AVENUE, NEW YORK CITY
PHILADELPHIA CHICAGO PROVIDENCE CHARLOTTE CINCINNATI
WORKS: NIAGARA FALLS, N.Y. SALTVILLE, VA. NEWARK, N.Y.

YORK

MECHANICAL REFRIGERATION

for the
PACKER, SAUSAGE MAKER, RENDERER
AND BY-PRODUCT MANUFACTURER

Ammonia or Carbon
dioxide systems of
refrigeration

Write for Bulletins

Ice and Refrigeration

Plant Cooling Notes

For the Meat Plant Employee Who Is Interested in Refrigeration.

AIDS TO BETTER OPERATION.

The valves on the compressor should be kept in perfect order, the springs should be replaced when they start to weaken, and the valves themselves must seat properly and be gas-tight.

The piston-rod gland should be kept in perfect adjustment so that the piston rod works without heating or permitting leakage.

A source of possible trouble is corrosion of condenser coils, which usually occurs on those parts of the coils that are alternately wet and dry.

Keeping the coils painted with bitumastic paint where they extend above water level will help to prevent this corrosion. In some cases it has been found advisable to give the coils a canvas wrapping extending from where the coils are wetted to just below the surface of the water. The coil is cleaned and dried and painted with bitumastic paint. While the paint is still wet a canvas wrapping should be applied which should then be painted and a further wrapping put on. This should be painted and allowed to dry.

Before painting any metal work it should first be cleaned of any dirt and grease. Bitumastic or aluminum paint will be found satisfactory.

Anhydrous ammonia and carbon dioxide gas are delivered in steel containers sufficiently strong to withstand the internal pressure. As a temperature rise will cause this pressure to increase, these containers should be stored away from any source of heat.

It is a good plan to keep a record of all the parts renewed; this will give a fair idea of what repair parts and how many of each to carry in stock. A few dollars invested in repair parts is cheap insurance against losses in refrigeration production. It is quite possible that during operation of the plant, the engineer may think of repairs or changes to be made when the plant is shut down for overhauling.

These ideas should be jotted down immediately in a note-book, so that when the time comes they will not be overlooked. When the plant is shut down for general inspection and overhauling, by referring to the notes made, repairs, changes or installations of new equipment can be systematically done.—Ice and Cold Storage.

REFRIGERATION NOTES.

Approximately \$250,000 will be spent by the California Board of Harbor Commissioners for additions and general reconstruction of the reinforced concrete building on Pier 48, San Francisco, to fit it for a cold storage terminal. The

building will have 400,000 cubic feet of cold storage space.

The Giebel Storage Corporation and the Marion Cold Storage Co., both of Lyons, N. Y., have been merged, the latter concern having been purchased by the former.

A cold storage plant to be erected in Mexico, Mo., is being considered by the Missouri Farmers Association. Preliminary plans call for a building to cost between \$50,000 and \$100,000.

The Texas Ice & Refrigerating Co., Fort Worth, Tex., have been making extensive improvements in its cold storage department, including increased sharp freezer space.

H. A. Spradlin, head of the Carthage Ice & Cold Storage Co., Carthage, Mo., and C. K. Rowland, St. Louis, Mo., have purchased the Inter-Urban Ice Co., Webb City, Mo. The plant will be overhauled and brought up to date.

A contract for the construction of a cold storage warehouse in Indianapolis, Ind., has been awarded by the Great Atlantic & Pacific Tea Co. The building, which will include manufacturing departments, will be 105 by 400 ft., three stories high and will cost \$250,000.

Plans have been prepared for the Frawley-Clark Co., Portland, Ore., for a four-story cold storage plant. The estimated cost is \$75,000.

A cold storage warehouse and terminal will be constructed in Jersey City, N. J., by the Pennsylvania Dock & Warehouse Co. The cost of the project, it is estimated, will exceed \$150,000.

FIRE PREVENTION WORK.

(Continued from page 23.)

Among these was Armour and Company. In this case the campaign included all plants of the company.

The week previous to the campaign inspection blanks were sent to all plants and passed out to department heads who made inspections of their departments. These reports were turned over to the superintendents who made copies of them for the information of the general office at Chicago.

During Fire Prevention Week, a special committee composed of fire chiefs, superintendents and representatives of the conference board went over the entire premises and checked all the departments against the reports submitted by the foremen.

It was found that a great deal of benefit had been derived from having this double check. The reports of this committee were also sent to the general office for disposition and follow-up. A general committee reviewed all of the reports and discussed them with the superintendents.

In addition to these inspections, meetings were held on the premises during the noon hours, at which times practically all plants had outside fire chiefs or assistant chiefs speak to the employees. At the Chicago plant the men were addressed by Division Marshal Costello and Chief Thomas Ryan. These fire department officials also gave practical demonstrations on how to turn in an alarm by box and telephone and how

to use chemical extinguishers effectively.

One evening was given over to a dinner attended by over 200 supervisors. These were addressed by General Superintendent M. D. Harding and members of the Underwriters Board, insurance company officials, and Fire Chief Murdoch McKenzie of the Chicago plant. Three interesting reels on fire prevention were also shown.

In all of the plants of the company displays were made such as the one in Chicago shown in the illustration on page 23.

PUT OVER TRADE CODE.

(Continued from page 24.)

Company, Chicago; Henry Fischer, Henry Fischer Packing Company, Inc., Louisville, Ky.; Severin L. Frey, L. A. Frey & Sons, Inc., New Orleans, La.; R. H. Gifford, Swift & Company, Chicago; G. H. Johnstone, Armour and Company, Chicago; George N. Meyer, Fried & Reineman Packing Co., Pittsburgh, Pa.; A. A. Millett, Swift & Company, Chicago; Chester G. Newcomb, Lake Erie Provision Co., Cleveland, Ohio; W. F. Schludenberg, Wm. Schludenberg-T. J. Kurdle Co., Baltimore, Md.; R. B. Simpson, Miller & Hart, Chicago; A. C. Sinclair, T. M. Sinclair & Co., Cedar Rapids, Ia.; F. M. Tobin, Rochester Packing Co., Rochester, N. Y.; T. E. Tower, Sullivan Packing Co., Detroit, Mich.; Horace O. Wetmore, Wilson & Company, Chicago; H. P. Wetsell, Kingan & Company, Indianapolis, Ind.; H. J. Williams, Wilson & Company, Chicago, Ill.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers, week ended Nov. 14, 1929, with comparisons, as reported by the Dominion Live Stock Branch:

BUTCHER STEERS.

	1,000-1,200 lbs.	Week ended Nov. 14.	Prev. week.	Same week, 1928.
Toronto	8.00	9.50	\$ 9.50	\$10.00
Montreal	8.50	9.00	9.00	10.25
Winnipeg	8.50	9.00	9.00	9.50
Calgary	8.00	8.00	8.00	8.75
Edmonton	7.50	7.50	7.50	9.00
Prince Albert	7.00	7.00	7.00	8.00
Moose Jaw	8.00	8.00	8.00	8.35
Saskatoon	7.00	7.50	7.50	8.00

VEAL CALVES.

Toronto	\$16.00	\$16.00	\$16.50
Montreal	15.00	15.00	14.00
Winnipeg	11.00	11.00	12.00
Calgary	9.00	9.00	9.50
Edmonton	10.00	10.00	12.00
Prince Albert	8.00	8.00	9.00
Moose Jaw	10.00	10.00	11.00
Saskatoon	9.00	9.00	11.00

SELECT BACON HOGS.

Toronto	\$12.25	\$12.25	\$10.00
Montreal	12.25	12.75	10.25
Winnipeg	11.25	11.00	9.00
Calgary	10.50	10.25	9.25
Edmonton	10.25	10.20	8.85
Prince Albert	11.05	10.65	9.00
Moose Jaw	11.05	10.90	8.90
Saskatoon	11.05	10.80	8.95

GOOD LAMBS.

Toronto	\$12.00	\$12.00	\$11.50
Montreal	11.00	10.00	11.00
Winnipeg	9.75	9.50	11.25
Calgary	9.00	9.00	10.00
Edmonton	8.00	8.00	10.50
Prince Albert	8.25	8.50	10.00
Moose Jaw	9.00	9.00	11.00
Saskatoon	8.00	8.50	10.50

F. C. ROGERS**BROKER****Provisions**

Philadelphia Office
Ninth & Noble Streets

New York Office
New York Produce Exchange

WM. M. WARE & CO.

**TALLOW
GREASE
TANKAGE
CRACKLINGS
ETC.**

**ESTABLISHED
1888**

**MEMBERS
NEW YORK
PRODUCE EXCHANGE**

BROKERS**NEW YORK**

316 Produce Exchange Bldg.
Phone Bowling Green 4896

BOSTON

85 Broad Street
Phone Hancock 0293

CHICAGO

327 S. LaSalle St.
Phone Harrison 5614

H. C. GARDNER**F. A. LINDBERG****GARDNER & LINDBERG****ENGINEERS**

Mechanical, Electrical, Architectural
SPECIALTIES, Packing Plants, Cold Storage, Manufacturing
Plants, Power Installations, Investigations
1184 Marquette Bldg. **CHICAGO**

H. PETER HENSCHEN**Architect**

1637 Prairie Ave., Chicago, Ill.

PACKING PLANTS AND COLD STORAGE CONSTRUCTION**J. C. Wood - Robt. Burrows**

Give Each Order Their
Personal Attention

Cash Provisions - Beef - Etc

Future Provisions - Grain and Cotton

Members Chicago Board of Trade

Daily Price List Sent on Request

Central
6889

J. C. Wood & Co.

105 W. Adams Street

BROKERS**CHICAGO****JOHN H. BURNS CO., Broker****Export Packing House Products Domestic**

407 Produce Exchange, New York City

Member New York Produce Exchange

Cable Address: "Jonburns"

Codes: Cross, Kelly, Utility (Livestock Bld.) Lieber's (5th Bld.)
Rep., Wynantskill Mfg. Co., Stockinettes, Troy, N. Y.

W. J. Lake & Company, Inc.

Brokers, Importers and Exporters for the
Pacific Coast Market
Provisions, Fats, Oils and all By-Products

SEATTLE, WASH. All Codes PORTLAND, ORE.

**The Davidson
Commission
& Co.**

Packing House Products**Oldest Brokers in Our Line**

Tallow, Grease, Provisions, Oils
Tankage, Bones, Cracklings, Hog Hair
Carcass Beef—F. S. Lard—Green Fork
Boneless Beef—Ref. Lard—Cured Pork
Quick Reliable Service Guaranteed
Seven Phones 175 W. Jackson Blvd.
All Working **CHICAGO**
Wabash 2804-5-6-7-8

ROBERT J. McLAREN, A.I.A.**ARCHITECT**

DESIGNING AND SUPERVISING CONSTRUCTION

— of —
PACKING PLANTS—COLD STORAGE WAREHOUSES

1801 Prairie Ave.

Chicago, Ill.

Main Office
140 W. Van Buren St.
CHICAGO, ILL.
All Codes

E. G. JAMES COMPANY**PROVISION BROKERS**

Beef, Provisions, Packing House Products,
Tallow, Greases, Fertilizer Materials, Bone
Materials, Animal Feeds, Whale Guano
Bird Guano



We trade in Domestic, Canadian, European,
Australian, New Zealand and South
American products on
brokerage basis.

On request, our complete provision, fresh meat, packing-house products, tallow and grease daily market quotation sheets will be mailed to any member of the trade free of charge; also our periodical market reports.

We specialize in taking care of the requirements of buyers located all over the United States and Canada. Offerings telegraphed promptly on receipt of inquiries.

Branch Office
148 State St.,
BOSTON, MASS.

Chicago Section

J. A. Hawkinson of Nashville, Tenn., was a visitor to Chicago this week.

Ernest F. Urwitz, of the Dryfuss Packing and Provision Co., Lafayette, Ind., was a Chicago visitor this week.

T. C. Bode, purchasing agent of the Procter & Gamble Co., Cincinnati, Ohio, was another Chicago visitor this week.

H. J. Koenig, head of the new development department of Armour and Company, Chicago, Ill., has been in the East the past week on business.

Among recent Chicago visitors were Fred Begg of the Powers-Begg Co., Jacksonville, Ill., and George Franklin, of the Dunlevy-Franklin Co., Pittsburgh, Pa.

It is reported on good authority that the Real Sausage Co., whose plant was destroyed by fire some time ago, plans to rebuild on the old site a thoroughly modern and completely equipped building.

A meeting of the committee on beef marketing practice of the Institute of American Meat Packers, of which C. R. Hood, of Wilson & Co. is chairman, was held on Friday, Nov. 15, at the Institute.

Out-of-town packers who were in Chicago during the past week included W. W. Krenning, of the St. Louis Independent Packing Co., St. Louis, and William Diesing, of the Cudahy Packing Co., Omaha.

A meeting of the Committee on Live Stock Losses of the Institute of American Meat Packers, of which R. W. Carter of Swift & Company is chairman, was held Tuesday, November 12, at the Institute offices.

Provision shipments from Chicago for the week ended Nov. 16, 1929, with comparisons, were as follows:

	Last wk.	Prev. wk.	Cor. wk., 1928.
Cured meats, lbs.	22,010,000	21,530,000	20,483,000
Fresh meats, lbs.	42,100,000	40,705,000	35,325,000
Lard, lbs.	10,974,000	12,054,000	8,516,000

M. K. Parker, known to his host of friends while he was in the meat industry as "Matt," was in the city this week from his summer home. Mr. Parker was in the tallow and grease brokerage business in Chicago for many years, retiring about a year ago.

H. O. Hogue has been appointed general manager of the Armour and Company plant at Fort Worth, Texas. Mr. Hogue was formerly assistant general manager at Omaha, where he had been for about a year since returning from England. He was for a number of years connected with Armour & Company, Ltd., of London.

John Tiedemann, of Tiedemann & Harris, Inc., San Francisco packers,

was in Chicago this week calling on many old friends. Mr. Tiedemann and his firm are known as among the best merchandisers on the Pacific Coast. Their new plant at San Francisco has features which attract inquiring visitors from other parts of the country, and they are noted for their hospitality and their willingness to pass on any good ideas they may have developed.

MEAT JUDGING AT ROYAL SHOW.

Illinois boys and Kansas girls carried off the meat judging honors at the American Royal Livestock Show, held at Kansas City the week of November 18-23, the former as judges of meat and the girls in a meat identification and judging contest for home economics students.

The team of students representing the University of Illinois won over five other colleges and universities in this third annual intercollegiate meat judging contest. The Kansas team finished second, Iowa third, Nebraska fourth, Missouri fifth and Pennsylvania State College sixth.

These two contests are sponsored each year by the National Live Stock and Meat Board in cooperation with the show management. Their purpose is to assist in furthering the study of meat, and the colleges and universities have found them of exceptional value in this respect, it is said.

ST. PAUL PRIZE STOCK SOLD.

The grand champion steer of the Minnesota Junior Livestock Show, held at St. Paul November 13, 14 and 15, was bought by the Great Northern Railway Co. for \$1.21½ per pound, a new record price for Minnesota shows. The steer weighed 974 lbs., making the total sale price \$1,183.41. The grand champion hog went to a local hotel at 41c per pound and the grand champion sheep was bought by the Northwest Bancorporation of Minneapolis at \$3.00 per pound.

ARMOUR CONTROLS PITTSBURGH.

Armour and Company has assumed control of the Pittsburgh Provision & Packing Co., Pittsburgh, Pa., which will hereafter be operated as an independent unit, with H. A. Bruhn as general manager. No changes in personnel or in policies are contemplated. Armour and Company has had a minority interest in this firm for a number of years, and has taken over control because of the desire on the part of the former majority owners to retire.

MORE PACKER DECREE DELAY.

A further continuance of the hearing in the packers' consent decree case has been granted by Justice Wendell P. Stafford, of the Supreme Court of the District of Columbia. The hearing is now set for December 19. The order also extends to this date the time for the government to file its answer to the packers' petition for modification of the decree.

TRADE GLEANINGS

Construction has been started on a \$20,000 stock buying plant for Armour and Company at Dawson, Minn.

The Columbia Valley Produce Co., Walla Walla and Kennewick, Wash., has been purchased by Swift & Co.

John Engelhorn, president of John Engelhorn & Sons, New York, N. Y., died on Nov. 7, at the age of eighty years.

A new meat packing plant, built by C. Bruce Mace at a cost of approximately \$250,000, was recently opened at Lixon, Calif.

Clem Semrau, who has been in the meat business for a number of years, recently opened a boiled ham factory at 26 N. Lincoln ave., Fond du Lac, Wis.

D. E. Nebergall of the D. E. Nebergall Meat Co., Aloany, Ore., has leased for ten years the abattoir of the Eugene Packing Co., Eugene, Ore., and plans to enlarge and improve the plant.

The new produce plant of Swift & Co. at Lexington, Ky., was placed in operation recently. The creamery department has a capacity to manufacture 10,000 lbs. of butter daily. Poultry, eggs and cheese will also be handled.

Bids are solicited for the construction and equipment of a margarine factory at Coombo, Ceylon. The projectors announce that they will install American equipment and will employ American methods in manufacture.

The poultry fattening and killing plant of the Fontana Farms Co., Los Angeles, Calif., has been sold to Swift & Co., it was announced recently. The plant is one of the most modern and up-to-date of its kind west of the Mississippi River.

A large copra crushing mill is being erected at Wilmington, Calif., by the Vegetable Oil Corporation. The company is preparing to produce two new shortenings in addition to its present products, which are refined coconut oil and margarine. Later, machinery will be installed to handle cottonseed, sesame seed and other products.

MCCLEAN TO ASSIST WHITE.

Garfield T. McClean has just assumed a position on the staff of vice president W. C. White of Armour and Company as assistant, while A. E. Danielson succeeds Mr. McClean as general manager of the Chicago plant. Mr. McClean is a veteran of the packing business with nearly 29 years' experience in and around the Chicago stock yards. During this time he has held responsible positions with many local packing companies and for several years headed his own company. A. E. Danielson has been with Armour and Company for 25 years, starting in April, 1904, in Kansas City. He spent four years in various supervisory positions in Armour's South American plants between 1915 and 1919, since when he has served in various positions in Armour's Fort Worth, Sioux City, and Fargo plants. For the past three years he has been first assistant general plant superintendent.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading, Thursday,
Nov. 21, 1929.

Regular Hams.	
8-10	17 1/4
10-12	16 1/2
12-14	15 1/2
14-16	15 1/4
16-18	15 1/2
18-20	15 1/4
10-16 range	15 1/2
16-22 range	15 1/2

S. P. Boiled Hams.

H. Run.	
8-10	17 1/4
10-12	17
12-14	17

Skinned Hams.

Green.	
10-14	17 1/4
14-16	17
16-18	16 1/2
18-20	15 1/2
20-22	14 1/2
22-24	13 1/2
24-26	13 1/4
26-30	13 1/4
30-35	13

Picnics.

Green.	
4-6	11
6-8	10 1/2
8-10	12
10-12	12
12-14	12

Bellies.*

Green.	
6-8	16
8-10	15 1/2
10-12	15
12-14	14 1/2
14-16	13 1/2
16-18	12 1/2

*Square Cut and Seedless.

D. S. Bellies.

Clear.	
14-16	12 1/4 n
16-18	12 1/4 n
18-20	11 1/2
20-22	11
22-24	10 1/2
24-26	10 1/2
26-28	10 1/2
28-30	10 1/2
30-32	10 1/2

D. S. Fat Backs.

8-10	8 1/4
10-12	9 1/4
12-14	10 1/4
14-16	11 1/4
16-18	11 1/4
18-20	12
20-22	12 1/4

D. S. Rough Ribs.

45-50	12
55-60	12
65-70	12
75-80	12

Other D. S. Meats.

Extra short clears	35-45	12
Extra short ribs	35-45	12
Regular plates	6-8	9 1/4
Clear plates	4-6	8 1/4 @ 8 1/4
Jowl butts		0

FUTURE PRICES.

SATURDAY, NOVEMBER 16, 1929.

LARD—		Open.	High.	Low.	Close.
Nov.	10.25	10.40	10.25	10.40	10.37 1/2 b
Dec.	10.25	10.40	10.25	10.40	10.37 1/2 b
Jan.	10.80	10.92 1/2	10.80	10.92 1/2 b	
Mar.	11.00	11.10	11.00	11.10	11.10=b
May	11.17 1/2-15	11.30	11.15	11.30	

CLEAR BELLIES—

Nov.	10.25	10.25	10.12 1/2 n
Dec.	10.25	10.25	10.50 n
Jan.	11.10	11.12 1/2	11.10
May	11.80	11.80	11.75=a

MONDAY, NOVEMBER 18, 1929.

LARD—					
Nov.	...	10.40	10.40	...	10.30ax
Dec.	...10.40-37½	10.40	10.30	...	10.32½ax
Jan.	...10.85	10.87½	10.87½	...	10.87½b
Mar.	...11.12½	11.12½	11.05	...	11.05ax
May	...11.30-32½	11.32½	11.22½	...	11.25ax
CLEAR BELLIES—					
Nov.	...10.25	10.25	10.25	...	10.25
Dec.	...	...	...	...	10.50n
Jan.	...11.30	11.30	11.20	...	11.20ax
May	...12.00	12.00	11.85	...	11.85ax

CLEAR BELLIES—

Nov.	10.25	10.25	10.25
Dec.	10.25	10.25	10.50 n
Jan.	10.80	10.92 1/2	10.80
Mar.	11.17 1/2	11.30	11.15
May	11.17 1/2	11.30	11.15

CLEAR BELLIES—

Nov.	10.25	10.25	10.25
Dec.	10.25	10.25	10.50 n
Jan.	10.80	10.92 1/2	10.80
Mar.	11.17 1/2	11.30	11.15
May	11.17 1/2	11.30	11.15

WEDNESDAY, NOVEMBER 20, 1929.

LARD—				
Nov. ....	....	....	10.30ax
Dec. ...10.32½	10.32½	10.25	10.32½	
Jan. ...10.95	10.95	10.90	10.90ax	
Mar. ...11.10	11.10	11.05	11.05ax	
May ...11.32½	11.32½	11.25	11.27½ax	

CLEAR BELLIES—

Nov.	10.25	10.25	10.25
Dec.	10.25	10.25	10.50 n
Jan.	10.80	10.92 1/2	10.80
Mar.	11.17 1/2	11.30	11.15
May	11.17 1/2	11.30	11.15

THURSDAY, NOVEMBER 21, 1929.

LARD—				
Nov. ....		....	10.30n	
Dec. ...10.27½	10.32½	10.27½	10.32½ax	
Jan. ...10.85	10.90=	10.82½	10.90ax	
Mar. ....		....	11.07½b	
May ...11.25	11.30	11.25	11.27½=ax	

CLEAR BELLIES—

Nov.	10.25	10.25	10.25
Dec.	10.25	10.25	10.50 n
Jan.	11.20	11.20	11.20
Mar.	11.90	11.90	11.87 1/2
May	11.90	11.90	11.87 1/2

FRIDAY, NOVEMBER 22, 1929.

LARD—				
Nov.	....	....	10.32½n	
Dec.	...10.32½	10.40	10.32½	10.35b
Jan.	...10.95	11.00=	10.95	97½=a
Mar.	....	....	....	11.17½b
May	...11.32½	11.40	11.32½	11.37½a

CLEAR BELLIES—

Nov.	10.25	10.25	10.25
Dec.	10.25	10.25	10.50 n
Jan.	11.20	11.20	11.20
Mar.	11.90	11.90	11.87 1/2
May	11.90	11.90	11.87 1/2

Key: ax, asked; b, bid; n, nominal; = split.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended November 16, 1929, were 3,438,000 lbs.; previous week, 2,995,000 lbs.; same week last year, 3,114,000 lbs.; from January 1 to November 16 this year, 172,904,000 lbs.; same period a year ago, 177,157,000 lbs.

Shipments of hides from Chicago for the week ended November 16, 1929, were 4,014,000 lbs.; previous week, 4,242,000 lbs.; same week last year, 3,741,000 lbs.;

CHICAGO RETAIL MEATS

Beef.

Week ended		Nov. 20, 1929.		Cor. wk. 1928.	
No.	No.	No.	No.	No.	No.
1.	2.	3.	1.	2.	3.
Rib roast, hvy end.	35	30	16	35	30
Rib roast, lt end.	45	35	20	45	35
Chuck roast	32	27	21	34	30
Steaks, round	50	40	25	55	50
Steaks, sirloin	45	40	25	60	45
Steaks, porterhouse	60	45	25	75	45
Steaks, flank	28	25	18	28	25
Beef stew, chuck	27	22	15	27	22
Corned briskets					
boneless	32	28	18	28	24
Corned plates	20	18	10	20	15
Corned rumps, hls.	22	18	25	22	18

Lamb.

Good.		Com.		Good.		Com.	
Hindquarters	34	30	35	27			
Legs	35	30	40	28			
Stews	15	15	22	15			
Chops, shoulder	25	20	25	20			
Chops, rib and loin	50	25	60	25			

Mutton.

Legs	26	24	24
Stew	14	10	10
Shoulders	16	14	14
Chops, rib and loin	35	35	35

Pork.

Loins, 8@10 av.	22	24	28
Loins, 10@12 av.	22	24	28
Loins, 12@14 av.	22	24	28
Loins, 14 and over	20	22	21
Chops	26	26	26
Shoulders	18	20	23
Butts	22	24	26
Spareribs	16	17	17
Hocks	12	12	14
Leaf lard, raw	14	14	14

Veal.

Hindquarters	35	30	35
Forequarters	24	26	24
Legs	35	38	30
Breasts	16	22	16
Shoulders	20	22	18
Cutlets	50	50	50
Rib and loin chops	40	40	50

Butchers' Offal.

Suet	@ 4	@ 5 1/2
Shop fat	@ 2 1/2	@ 3
Bone, per 100 lbs.	@ 50	@ 50
Calf skins	@ 18	@ 22
Kips	@ 18	@ 21
Deacons	@ 12	@ 12

CURING MATERIALS.

		Bbls.	Sacks.
Nitrite of soda, 1 c. l. Chicago	9%		
Saltwater, 25 bbl. lots, f.o.b. N. Y.			5 1/2
Dbi. refined granulated	5%		
Crystals to powder, in bbls.	7%		
Medium crystals	7%		
Large crystals	8%		
Dbi. rfd. gran. nitrate of soda	8%	3 1/2	
Less than 25 bbl. lots 1/4 c. more.			
Boric acid, carload, pwt. lbs.	8%		8 1/2
Crystals to powder, in bbls.	8%		
5 ton lots or more	9 1/2		9
In bbls. in less than 5-ton lots	8 1/2		9
Borax, carloads, powdered, in bbls.	5		4%
In ton lots, gran. or pow., bbls.	5		4%
Salt—			
Granulated, car lots, per ton, f.o.b. Chicago, bulk	\$6.00		
Medium, carlots, per ton, f.o.b. Chicago, bulk	\$6.00		
Rock, carlots, per ton, f.o.b. Chicago	\$6.00		
Sugar—			
Raw sugar, 96 basis, f.o.b. New Orleans	@ 3.70		
Second sugar, 90 basis	None		
Syrup testing 63 and 65 combined sucrose and invert, New York	@ 5.00		
Standard gran. f.o.b. refiners (2%)	@ 3.00		
Packers curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	@ 4.50		
Packers curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	@ 4.40		

from January 1 to November 16 this year, 189,581,000 lbs.; same period a year ago, 196,102,000 lbs.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 21,766 cattle, 6,673 calves, 82,662 hogs and 31,464 sheep.

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ended Nov. 20, 1929.	Cor. week. 1928.
Prime native steers.....	25 @26	26 @27
Good native steers.....	23½ @24½	24 @26
Medium steers.....	22 @23	22½ @24
Heifers, good.....	19 @23	19½ @24½
Cows.....	14 @17	15 @18
Hind quarters, choice.....	30 @31	28 @31
Fore quarters, choice.....	20 @21	21 @23

Beef Cuts.

Steer loins, No. 1.....	@44	@45
Steer loins, No. 2.....	@40	@43
Steer short loins, No. 1.....	@56	@56
Steer short loins, No. 2.....	@49	@49
Steer loin ends (hips).....	@32	@33
Steer loin ends, No. 2.....	@32	@33
Cow loins.....	@27	@26
Cow short loins.....	@30	@30
Cow loin ends (hips).....	@20	@25
Steer ribs, No. 1.....	@29	@31
Steer ribs, No. 2.....	@27	@30
Cow ribs, No. 1.....	@17	@22
Cow ribs, No. 3.....	@14	@15
Steer rounds, No. 1.....	@20	@22
Steer rounds, No. 2.....	@19½	@21½
Steer chucks, No. 1.....	@19	@20
Steer chucks, No. 2.....	@16½	@17
Cow rounds.....	@15½	@17
Cow chucks.....	@14	@17
Steer plates.....	@12½	@14
Medium plates.....	@12	@15
Briskets, No. 1, C.....	@19	@25
Steer navel ends.....	@12	@15
Cow navel ends.....	@12	@13½
Fore shanks.....	@13	@13
Hind shanks.....	@10	@10
Strip loins, No. 1, boneless.....	@40	@40
Strip loins, No. 2.....	@50	@55
Sirloin butts, No. 1.....	@35	@36
Sirloin butts, No. 2.....	@25	@30
Beef tenderloins, No. 1.....	@75	@70
Beef tenderloins, No. 2.....	@70	@65
Rump butts.....	25 @30	20 @30
Flank steaks.....	@27	@30
Shoulder clods.....	19 @21	17 @19
Hanging tenderloins.....	@20	@18

Beef Products.

Brains (per lb.).....	@12	10 @11
Hearts.....	@14	@12
Tongues, 4 @5.....	35 @36	@30
Sweetbreads.....	@42	@44
Ox-tails, per lb.....	@17	@15
Fresh tripe, plain.....	7 @8	7 @8
Fresh tripe, green.....	17 @22	19½ @24
Livers.....	@17	@22
Kidneys, per lb.....	@14	@15

Veal.

Choice carcasses.....	22 @23	23 @24
Good carcasses.....	15 @21	18 @22
Good saddles.....	25 @30	23 @30
Good backs.....	15 @18	18 @20
Medium backs.....	12 @13	12 @15

Veal Products.

Brains, each.....	12 @14	14 @15
Sweetbreads.....	@80	@80
Calf livers.....	@63	@57

Lamb.

Choice lambs.....	@25	@24
Medium lambs.....	@23	@22
Choice saddles.....	@30	@30
Medium saddles.....	@28	@28
Choice fores.....	@20	@18
Medium fores.....	@18	@18
Lamb fries, per lb.....	@33	@33
Lamb tongues, per lb.....	@16	@15
Lamb kidneys, per lb.....	@30	@30

Mutton.

Heavy sheep.....	@9	@9
Light sheep.....	@13	@13
Heavy saddles.....	@12	@13
Light saddles.....	@16	@16
Heavy fores.....	@6	@8
Light fores.....	@10	@10
Mutton legs.....	@20	@20
Mutton loins.....	@12	@12
Mutton stew.....	@9	@8
Sheep tongues, per lb.....	@16	@15
Sheep heads, each.....	@12	@10

Fresh Pork, Etc.

Pork loins, 8 @10 lbs. av.....	@20	@20
Picnic shoulders.....	@15½	@15
Skinned shoulders.....	@14½	@16
Tenderloins.....	@45	@60
Spare ribs.....	@15	@15
Back fat.....	@14½	@14
Boston butts.....	@18	@17
Hocks.....	@13	@12
Tails.....	@12	@12
Neck bones.....	@5	@5
Stip bones.....	@14	@14
Blade bones.....	@14	@16
Pigs' feet.....	@7	@6
Kidneys, per lb.....	@11	@11
Livers.....	@9	13½ @14
Brains.....	@14	@14
Ears.....	@7	@5
Snouts.....	@7	@8
Heads.....	@10	@8

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. link.....	@28
Country style sausage, fresh in link.....	@21
Country style sausage, fresh in bulk.....	@22
Country style sausage, smoked.....	@25
Frankfurts in hog casings.....	@23
Frankfurts in hog casings.....	@22
Bologna in beef bungs, choice.....	19 @20
Bologna in cloth, paraffined, choice.....	@16½
Bologna in beef middles, choice.....	@18½
Liver sausage in hog bungs.....	@19
Smoked liver sausage in hog bungs.....	24 @25
Liver sausage in beef rounds.....	@14
Head cheese.....	@18
New England luncheon specialty.....	27 @28
Mixed luncheon specialty.....	21 @22
Tongue sausage.....	@24
Polish sausage.....	@20½
Souse.....	@16

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@47
Thuringer Cervelat.....	@25½
Farmer.....	@31
Holsteiner.....	@29
B. C. Salami, new condition.....	@46
Milano Salami, choice, in hog bungs.....	@47
B. C. Salami, new condition.....	@27
Frisses, choice, in hog middles.....	@42
Genoa style Salami.....	@52
Mortadella, new condition.....	@41
Pepperoni.....	@24
Capicola.....	@52
Italian style hams.....	@40
Virginia hams.....	@55

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.25
Large tins, 1 to crate.....	9.25
Frankfurt style sausage in hog casings—	
Small tins, 2 to crate.....	7.75
Large tins, 1 to crate.....	8.75
Smoked link sausage in hog casings—	
Small tins, 2 to crate.....	7.25
Large tins, 1 to crate.....	8.25

SAUSAGE MATERIALS.

Regular pork trimmings.....	9½ @10
Special lean pork trimmings.....	@16½
Extra lean pork trimmings.....	@17½
Neck bone trimmings.....	@12½
Pork cheek meat.....	10 @10½
Pork hearts.....	@10
Native boneless bull meat (heavy).....	@16
Boneless chucks.....	@13½
Shank meat.....	@12½
Beef trimmings.....	@11
Beef hearts.....	8 @8½
Beef chucks (trimmed).....	9 @9½
Dressed canners, 350 lbs. and up.....	@10½
Dressed cutter cows, 400 lbs. and up.....	@11
Dr. bologna bulls, 600 lbs. up.....	13 @13½
Beef tripe.....	5½ @6
Cured pork.....	15½ @16

SAUSAGE CASINGS.

(F. O. B. CHICAGO)

Beef casings:	
Domestic round, 180 pack.....	40 @45
Domestic round, 140 pack.....	45 @50
Wide export rounds.....	55 @60
Medium export rounds.....	40 @45
Narrow export rounds.....	55 @60
No. 1 weasands.....	16 @18
No. 2 weasands.....	10 @10
No. 1 bungs.....	32 @34
No. 2 bungs.....	25 @25
Regular middles.....	1.00 @1.05
Selected wide middles.....	22 @23
Dried bladders:	
12/15.....	@2.00
10/12.....	@1.65
8/10.....	@1.25
6/8.....	@.85
Hog casings:	
Narrow, per 100 yds.....	@2.75
Narrow, special, per 100 yds.....	@2.25
Medium, regular, per 100 yds.....	@1.25
Wide, per 100 yds.....	@1.00
Extra wide, per 100 yds.....	@1.00
Export bungs.....	33 @34
Large prime bungs.....	22 @23
Medium prime bungs.....	11 @12
Small prime bungs.....	6 @7
Middles.....	20 @20
Stomachs.....	8 @10

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$15.00
Honeycomb tripe, 200-lb. bbl.....	20.00
Pocket honeycomb tripe, 200-lb. bbl.....	21.00
Pork feet, 200-lb. bbl.....	15.50
Pork tongues, 200-lb. bbl.....	79.00
Lamb tongues, long cut, 200-lb. bbl.....	58.00
Lamb tongues, short cut, 200-lb. bbl.....	71.00

BARRELED PORK AND BEEF.

Mess pork, regular.....	\$25.00
Family back pork, 24 to 34 pieces.....	@23.00
Family back pork, 35 to 45 pieces.....	@23.00
Clear back pork, 40 to 50 pieces.....	@25.50
Clear plate pork, 25 to 35 pieces.....	@20.50
Brisket pork.....	@23.50
Bacon pork.....	@20.00
Plate beef.....	@29.00
Extra plate beef, 200 lb. bbl.....	@30.00

COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.57½ @1.80
Oak pork barrels, black iron hoops.....	1.65 @1.87½
Ash pork barrels, galv. iron hoops.....	1.77½ @1.80
White oak ham tierces.....	2.42½ @2.45
Red oak ham tierces.....	2.42½ @2.45
White oak ham tierces.....	2.62½ @2.65

OLEOMARGARINE.

Highest grade natural color animal fat	
margarine in 1-lb. cartons, rolls or	
prints, f.o.b. Chicago.....	@25
White animal fat margarines in 1-lb.	
cartons, rolls or prints, f.o.b. Chicago	
Nut, 1-lb. cartons, f.o.b. Chicago.....	@20½
(30 and 60-lb. solid packed tubs, 1c	
per lb. less.).....	@17
Pastry, 60-lb. tubs, f.o.b. Chicago.....	@15

DRY SALT MEATS.

Extra short clears.....	@10½
Extra short ribs.....	@10½
Short clear middles, 60-lb. avg.....	@15
Clear bellies, 14 @16 lbs.....	@11½
Clear bellies, 20 @25 lbs.....	@11½
Rib bellies, 20 @25 lbs.....	@10½
Rib bellies, 25 @30 lbs.....	@10½
Fat backs, 10 @12 lbs.....	@9½
Fat backs, 14 @16 lbs.....	@11½
Regular plates.....	@9
Butts.....	@9

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14 @16 lbs.....	@24½
Fancy sld. hams, 14 @16 lbs.....	@25½
Standard reg. hams, 14 @16 lbs.....	@22½
Picnic, 4 @8 lbs.....	@20
Fancy bacon, 6 @8 lbs.....	@30
Standard bacon, 6 @8 lbs.....	@24½
No. 1 beef ham sets, smoked—	
Inside, 8 @12 lbs.....	@47
Outside, 8 @12 lbs.....	@47
Knuckles, 5 @9 lbs.....	@43
Cooked hams, choice, skin on, fattened.....	@35
Cooked hams, choice, skinless, fattened.....	@37
Cooked picnics, skin on, fattened.....	@25
Cooked picnics, skinless, fattened.....	@26
Cooked loin roll, smoked.....	41 @44

ANIMAL OILS.

Prime edible lard oil.....	@13½
Headlight burning oil.....	@12½
Prime winter strained.....	@12
Extra winter strained.....	@11½
Extra lard oil.....	@10½
Extra No. 1.....	@10½
No. 1 lard.....	@10½
No. 2 lard.....	@10
Acidless tallow oil.....	@10
D. O. T. neatfoot.....	@11½
Pure neatfoot oil.....	@11
Special neatfoot oil.....	@13
Extra neatfoot oil.....	@11½
No. 1 neatfoot oil.....	@10½
Oil weighs 7½ lbs. per gallon. Barrels contain	
about 50 gals. each. Prices are for oil in barrels.	

LARD.

Prime steam.....	@10.32½
Prime steam, loose.....	@10.00
Kettle rendered, tierces.....	@11.25
Refined lard, boxes, N. Y.....	@11.25
Leaf, raw.....	@9.75
Neutral, in tierces.....	@12.00
Compound, acc. to quantity.....	11½ @11½

OLEO OIL AND STEARINE.

Oleo oil, extra, in tierces.....	@10½
Oleo oil, 100 lbs. f.o.b. Chicago.....	9½ @9½
Prime No. 1 oleo oil.....	@9½
Prime No. 2 oleo oil.....	@9½
Prime No. 3 oleo oil.....	@9½
Prime oleo stearine, edible.....	@9½

TALLOW AND GREASES.

Edible tallow, under 1% acid, 45 titre.....	@8½
Prime packers' tallow.....	@8½
No. 1 tallow, 10% f.f.a.....	7½ @7½
No. 2 tallow, 40% f.f.a.....	6½ @6½
Choice white grease.....	7½ @8½
A-White grease.....	7½ @7½
B-White grease, max. 5% acid.....	6½ @7
Yellow grease, 10 @15% f.f.a.....	6½ @6½
Brown grease, 40% f.f.a.....	6½ @6½

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b.	
Valley points, nom., prompt.....	@7½
White, deodorized, in bbls., c.a.f. Chgo.....	10½ @10½
Yellow, deodorized, in bbls., c.a.f. Chgo.....	10½ @10½
Soap stock, 50% f.f.a., f.o.b.....	2½ @2½
Corn oil, in tanks, f.o.b. mills.....	7½ @8
Soya bean, f.o.b. mill.....	9 @9½
Cocconut oil, seller's tanks, f.o.b. coast.....	6½ @7
Refined in bbls., c.a.f. Chicago, nom.....	9½ @9½

SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground
Allspice.....	20½	18
Cinnamon.....	14	30
Cloves.....	32	30
Coriander.....	6	8
Ginger.....		22
Mace.....	1.00	1 08
Nutmeg.....	34	34
Pepper, black.....	35½	38
Pepper, Cayenne.....		40
Pepper, red.....		22
Pepper, white.....	53	56

Retail Section

Show Cases with Openings Used in Self-Serve Meat Shop

A recent development in retail meat merchandising is the "self-serve" store. One of the outstanding stores of this type is in Winnipeg, Manitoba, Canada. It is operated by the Hudson Bay Company, and was installed about a year ago in connection with its groceteria in that city.

The store was a success from the start. The cuts are wrapped in transparent wrapping, the price placed on them and they are put in display counters from which they are selected by customers in the same manner in which groceries are bought in the self-serve grocery store.

A description of this store and its methods of operation was given in the September 28, 1929, issue of THE NATIONAL PROVISIONER.

This article was received with much interest by those retailers who are looking for ways and means to reduce merchandising costs, render a better service to customers and increase turnover and profits.

What This Store Offers.

As explained in the article, this type of store offers the opportunity to:

- 1—Eliminate delivery costs.
- 2—Reduce labor at least 50 per cent.
- 3—Increase profits.
- 4—Increase turnover.
- 5—Reduce the percentage of dissatisfied customers.

Obviously, the success of this type of

store depends in considerable measure on the type of equipment installed and the arrangement of the store to permit adequate display of merchandise and easy and convenient selection of the articles on display.

Show Cases of Special Design.

If the meat is displayed attractively and if the customer can select it, have it wrapped and pay her bill with the least confusion and loss of time she will be more inclined to patronize a store than if these details had not been given thought and study.

Refrigeration is necessary for the proper care of meat in the retail store. To get proper display, and at the same time keep the meats at the proper temperatures, has been one of the problems that have retarded the growth of the self-serve idea in the retail meat industry.

In the Winnipeg store of the Hudson Bay Co., this problem was solved by the construction of special show cases differing considerably in design and construction from the general run of fixtures of this type. In this instance doors to be opened and tops to be lifted by the customer when she selects her purchase have been eliminated.

Since the appearance of the article descriptive of the Winnipeg self-serve store of the Hudson Bay Company, many retailers have written to THE NATIONAL PROVISIONER asking for further details of the equipment, methods of store operation and other facts that

were not available at the time the article was prepared.

Openings on Two Sides.

Among the questions most frequently asked by these interested retailers was: "What kind of showcases are used, and how does the customer reach the meat she wants?"

J. C. Donaldson, head of the store, has kindly given a further description of these cases and additional information of details of operation. This information follows:

From the top the case slants in two directions at angles of about 45 degrees to a point eight inches above the lower or storage section. From the top or ridge there is glass for 11 in. The remainder of the top of the case, 11 in. is open. Glass 8 in. wide extends from the top line of the storage section to meet the angle of the top. As both sides of the cases are of similar design the meats can be reached from either side.

The accompanying sketch shows the manner in which these refrigerated show cases are constructed so that access can be had to their contents by the store's customers.

This construction does away with lids or tops to be opened. The question is: How can low temperatures be maintained in these cases when there are two openings 11 in. wide, extending the length of the case through which warm air can enter?

Stock Turned Over Rapidly.

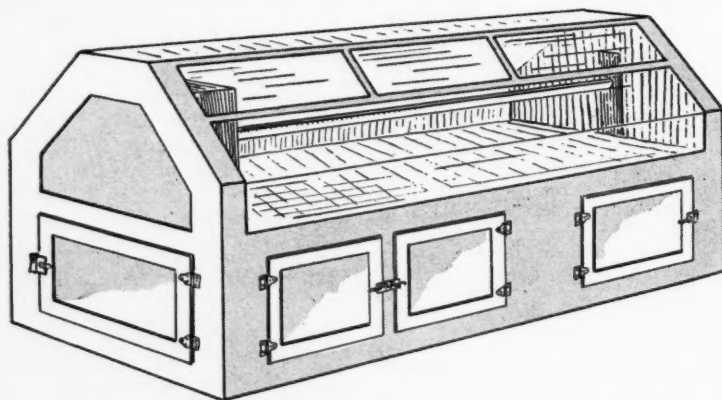
As a matter of fact, the stock in the display sections of the cases is turned over so rapidly during any day of the week that there is little need to worry about low temperatures in the display section. Stocks are maintained in the lower or storage section from which the display sections can be replenished as needed.

Despite the two 11-in. openings in the display section, it is possible to maintain temperatures of from 46 to 48 degs. F. continually. The temperature of the storage section is kept at 36 to 38 degs. F.

In operation the store is conducted much as the ordinary self-serve grocery store is operated. All cuts are weighed and priced per pound or per piece. Only the price per piece, however, is marked on the tickets attached to the packages.

If the customer desires to know the price per pound of any cut, she can get the information by referring to the price list on the show case. Here are posted the prices per pound of all cuts and meats sold in the store.

When the customer picks out a cut it is wrapped by the parcel girls and the cash is taken by the cashier in the ordinary way of a groceteria, in fact the same girls wrap the parcels and take the cash for both groceteria and meateteria departments.



REFRIGERATED SHOW CASE USED IN SELF-SERVE STORE.

The upper section is for display and the lower for storage. Openings 11 in. wide extend the length of the case on both sides through which the customers select the cuts they want. As the stock in the display section runs low it is replenished from the storage section. Despite the two openings in each case, temperatures of 46 to 48 degs. F. are maintained in the display section.

SMALL CAPITAL DANGEROUS.

The influence of capital strength on the longevity of a retail store is brought out by a recent study made by a newspaper in a southern city, which included only stores having a published credit rating. Of stores with a capital rating under \$15,000 in 1923, only 50 per cent were still in business in 1928, whereas 92 per cent of stores with a credit rating of over \$15,000 in 1923 were in operation in the latter year.

An increase of 7 per cent since 1923 is reported in the average credit standing of grocers in that community. Although a 54 per cent mortality of independent grocers in the period was reported, 73 per cent of the stores operating both in 1923 and 1928 are stated to have improved their financial standing, while 13 per cent declined and 14 per cent remained the same. A 39 per cent increase since 1923 in the number of independent grocers in the first or second credit standing class is reported.

Only 9 per cent of local grocers listed in 1923 are said to have rated \$15,000 or better. In 1928 the percentage was given as 21.7, a rating of \$7,500 or better being given to 34.3 per cent of independent grocers in the latter year. Their total capital rating is reported to have risen from \$524,000 in 1923 to \$1,359,000 in 1928.

An even more striking contrast is reported for independent retail grocery stores in the down-town section, where every store rated at \$15,000 or better in 1923 lasted through. Between 1923 and 1928, it is stated, the percentage of down-town independent grocers rated at \$15,000 or better increased from 15 to 57 per cent, while the average capital rating of down-town independents increased from \$3,875 to \$20,590.

NEWS OF THE RETAILERS.

J. E. Walker of St. Joseph, Mo., has purchased the meat market and fruit shop of Seely Gardner at Kearney, Mo. Adolph Huber, Long Prairie, Minn., is planning to erect a new building for his meat business.

The grocery and meat market of Carl Rumsey, Pittsford, Mich., has been sold to Mr. Rubin of Detroit.

Court Strobel and William Taylor have purchased the meat market of Tony Scheinost at Creighton, Neb.

Jack Doyle, Greeley, Neb., plans to put up a new building for his meat market.

W. G. Ahrens has taken over the South Side Meat Market, at Minden, Neb.

Carl Fisher, Sturgeon Bay, Wis., has purchased an interest in the Lawrence meat market.

A new meat market has been opened by J. N. Raybould at 4551 California ave., Seattle, Wash.

L. M. Schwary, Portland, Ore., has engaged in business under the name Sandy Boulevard Grocery and Meat Market.

Ray M. Leman has purchased a half interest in the W. F. Lehman meat business at 238 N. Jackson st., Roseburg, Ore.

C. Lusk has purchased the Plaza meat market at Ashland, Ore.

Shagren & Sons have opened a meat market at Ilwaco, Wash.

The meat market and grocery of A. J. Hockinson, at Camas, Wash., has

recently undergone remodeling costing \$2,000.

The Mallorcs have purchased the meat and grocery business of J. H. McGugan, Heavener, Okla.

The Yelm meat market, Yelm, Wash., has passed into the hands of Harold Gallear.

Crane's Ranier Beach Market, Seattle, Wash., has added a meat department to its provision store.

A meat market has been added to the Safeway Store at Renton, Wash.

H. K. Stafford has opened a grocery and meat market at Hayden, Colo.

Oscar Kilian and Frank Sanders at Cody have leased the meat market at Greybull, Wyo.

A. C. Snider has opened a meat market in Marshfield, Ore.

John Skinner has sold his meat market at the corner of Greeley st. and Portland boul., Portland, Ore., to R. F. Gonwer.

James A. Blair has opened a meat market in the Jones building, Tekoa, Wash.

A new meat department has been added to the store of E. Cox & Son, Hoquiam, Wash., and will be in charge of Robert Blumberg.

Ralph Clem has opened a meat market at Chinook, Wash.

Anderson's Market, at 4521 University Way has closed and E. A. Anderson and V. P. Rose have opened a meat market at University Way and E. Forty-third st., called the College market.

Geo. E. Blurock has opened a meat market in the Conlon building, Sumner, Wash.

M. W. Sims has leased the meat market at Washougal, Wash., from Blair and Son.

The meat and grocery business formerly operated by Charles Patterson & Sons has passed into the possession of Floyd Sherwood.

R. Piehl has opened a baby beef market in the new Grand Central public market, recently completed at Portland, Ore.

F. S. Janowsky has bought the meat market at South Toppenish, Wash., from A. J. Symes.

Willard and Glenn Cramer, Wallowa, Ore., have leased the meat market formerly operated by Alva Vistor.

The Peoples meat market, Kevin, Mont., was recently destroyed by fire.

The OK meat market has opened a branch in the new Grand Central public market at Portland, Ore.

Claude Dineen, Fond du Lac, Wis., has sold his meat business to M. M. Rice.

L. Weber has resumed the management of the Military meat market at Fond du Lac, Wis.

M. J. Jenson has opened the Crescent meat market at Traer, Iowa.

Dan Herrin has assumed the management of the Winthrop meat market, Winthrop, Wash.

George Bakke, owner of a chain of meat markets in Portland, Ore., has opened a new store in the Grand Central public market, recently completed.

W. A. Green, manager of the Reservoir grocery, 1640 Division st., Portland, Ore., has added a meat market to his business.

W. E. Frank, Hillsboro, Ore., has sold his meat market to Geo. Fisher, of Portland and McMinnville.

Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

HAM AND CHEESE OMELET.

The omelet has always been a popular dish. It is easy to make and, as a rule, is relished by most everyone. Following is a recipe for an unusual omelet that your customers will appreciate having. It comes from Winifred Brennan, Department of Home Economics, Institute of American Meat Packers.

One-half cup of finely chopped cooked ham, six eggs, one-half teaspoon of salt, one-fourth cup of thick cream, one-eighth teaspoon of paprika, one cup of grated cheese, pepper to season.

Beat the eggs slightly and mix with the milk, salt, paprika and pepper. Cook the ham slightly in hot bacon drippings until brown. Pour in the egg mixture and cook slowly until firm. Spread the cheese over the omelet and place in a hot oven for two minutes. Turn out on a hot platter, fold and garnish with crisp watercress or radishes.

The McIntosh meat market, Marsing, Ida., has been bought by Campbell Stoulenberg.

Chris Frankhauser has purchased the meat market of John C. Frankhauser, Orting, Wash.

Harvey Held, West Bend, Wis., has sold his interest in the B. & H. chain of meat markets and has taken over the Hartford market, one of the chain, to operate as his own.

Lawrence Kortendick has sold his meat market at Burlington, Wis., to H. A. Terry and F. Dunham.

Claude Dineen, Fox Lake, Wis., has sold his meat market to M. M. Rice.

H. G. Muck, Oshkosh, Wis., proprietor of a meat market has filed a petition in bankruptcy.

C. E. Ballum has purchased the E. E. Capes meat market at Withee, Wis.

P. B. Murray has purchased the meat and fish business at 1511 Pike place, Seattle, Wash., from Carl F. Kruse & Co., Inc.

Thomas J. Kennedy and Charles M. Wirges have sold their meat business at 164 Palace Market, Tacoma, Wash., to Frye & Co.

Mike Mlynek has purchased an interest in the meat business of Chas. Tilenda, at 3202 Portland ave., Tacoma, Wash.

A new meat market has been opened at Seventh and Bond sts., Astoria, Ore., by W. A. Truax.

R. F. Gonwer has bought the meat market at Greeley st. and Portland blvd., Portland, Ore.

The George Runkel Co. has opened a new meat market at 1256 Dorst st., Toledo, Ohio. The store will be in charge of Roy Rankin.

E. C. Barritt, of Fairchild, Wisc., recently opened a meat market in the Waech building at Colby, Wis.

The meat market owned by Simon Schultman, 1809 W. Washington ave., South Bend, Ind., was recently damaged by fire.

New York Section

NEW YORK NEWS NOTES.

Herman Harms, manager of the Otto Stahl garage, spent several days on a business trip to Boston.

F. B. Cooper is spending a few days in Minneapolis on a trip which is combining business and pleasure.

A. W. Doell of the produce department, Swift & Company, Chicago, has been visiting in New York during the past few days.

J. A. Grace of the Cudahy Packing Co., New York, underwent a serious operation last week, but is reported as doing very nicely at this time.

Samuel Slotkin, president of the Hygrade Food Products Corporation, left New York last week for Detroit and Chicago, and is expected to return early this week.

H. S. Johnson, vice president in charge of produce, Armour and Company, Chicago, spent several days in New York last week lining up the holiday turkey situation.

Lawrence Cavanagh of the transportation department, Swift & Company, central office, was married on Saturday, November 16, to Miss Mary McGarey of New York City.

Lester Weyant, formerly of the superintendent's department, has been appointed secretary to H. G. Mills, general manager of the New York Butchers' Dressed Meat Company.

Wilson & Co., New York, have had as Chicago visitors during the past week H. C. Bormitzer of the superintendent's office and R. F. Rowe of the automotive service department.

H. G. Mills, manager of the New York Butchers Dressed Meat Company, and T. J. Tynan, manager of Joseph Stern & Sons, have returned to New York after spending several days at the Chicago plant.

Miss Annie Brautigan, who has been with Conron Brothers Company for many years in the capacity of book-keeper, has resigned her position and will become the bride of Edward T. Lucking on Thanksgiving Day.

H. Apamian, who has been in charge of the industrial survey work at the plant of the New York Butchers Dressed Meat Company, has been transferred to Armour and Company, Chicago, where he will handle similar work.

Fred F. Finkeldey, manager of Wilson & Co.'s Jersey City branch house, met with an accident on Sunday, November 17, when he fell down the elevator shaft at the branch. He sustained a compound fracture of the left leg and is now in the Jersey City hospital, where it is expected he will be for some time.

The following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending November 9, 1929: Meat—Brooklyn, 234 lbs.; Manhattan, 375 lbs.; total, 609 lbs. Fish—Manhattan, 8 lbs. Poultry and Game—Brooklyn, 3 lbs.; Manhattan, 21 lbs.; The Bronx, 22 lbs.; total, 46 lbs.

After many years' association with the New York Butchers Dressed Meat Company in charge of the sales department at that plant, H. W. Jones resigned recently to accept a connection with W. D. Vandenhove & Co., Produce Exchange, New York, brokers in packing house by-products. H. G. Mills, manager of New York Butchers Dressed Meat Company, made a very interesting talk at a little get-together that was held on Saturday, November 16, after which the employees presented Mr. Jones with a gold wrist watch to be a visible reminder of the regard and esteem they held for him.

One gold and twenty-two silver veterans' buttons were awarded by the Institute of American Meat Packers to employees at the New York plant of Wilson & Co. on Tuesday of last week. Gold button, for 50 years service in the industry to Charles Roesler; Silver, twenty-five years service, to general manager W. A. Lynde; Louis Joseph, manager of the beef department; J. Bauer, O. Deitrich, L. A. Kohn, L. Miller, G. Maier, M. Offenburger, A. Samuel, M. Sulzberger, W. Wirsing, W. Sengel, P. H. Cooper, M. Finkelstein, H. Fullman, S. Bachheimer, J. J. Dougherty, R. Sternberg, and the Misses F. Berger, M. Martin, M. Mohan and E. Martin.

EXHIBITS AT HOTEL SHOW.

The keynote at the Fourteenth National Hotel Exposition in the Grand Central Palace on November 11 to 15 was variety and attractiveness. No matter what trade one might be interested in, it would be impossible to visit one of the three floors without seeing something relating to one's own line.

Some of the exhibitors were the John E. Smith's Sons Co., who had a booth on the main floor, displaying various models of choppers and mixers. The Westinghouse Company also had a booth on this floor, as well as Nathan Schweitzer Co., Inc., the latter displaying game meats and poultry.

Another attractive booth was that of the Albert Jordan Company on the second floor. A little novelty doing the work of a corkscrew and bottle opener attracted quite some attention to this booth. On the third floor were the booths of Procter & Gamble Co. and Oakite Products, Inc., the latter distributing samples of Oakite, which were eagerly sought. Another booth on this floor attracting much attention was the exhibit of the Lomen Reindeer Corporation. The Department of Public Markets and the Mayor's Bureau of Weights and Measures also had booths on this floor.

AMONG RETAIL MEAT DEALERS.

A large membership meeting of Ye Olde New York Branch was held at the Pennsylvania Hotel on Tuesday evening, November 19, for the purpose of outlining plans to build up the membership of the branch during the coming year. In addition a committee was appointed to nominate seven new directors. Two other matters of vital importance were discussed, one of which was the poultry situation as pertaining to the coming holidays, and the other the preparation of a petition to be signed by the entire membership of Ye Olde New York Branch, which after its completion is to be presented to Mayor Walker with the request that he bring pressure to bear upon those who fail to observe the Sabbath closing law.

The principal subject at the meeting of the Brooklyn Branch on Thursday evening of last week was the talk given by Albert Rosen in re holiday poultry buying. As the date of the next meeting falls on Thanksgiving there will not be another meeting until December 12th. And as there will be only one meeting in December, because of the Christmas holidays, it has been decided to make it a social for the members. Nomination and election of officers for the ensuing year will take place on the same evening.

More than two hundred men were examined for health certificates at the meeting of the South Brooklyn Branch on Tuesday evening of this week. In fact the time required for examination made it impossible to hold a regular meeting.

At its meeting in the Hotel McAlpin on Thursday afternoon of last week the Ladies Auxiliary decided to again take care of Veterans as in the last few years. Other means of collecting funds were also suggested.

Edwin Lawrence, business manager of Ye Olde New York Branch, has been confined to his home for several days. It is hoped that he will be able to return to his duties very shortly.

The following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ended November 16, 1929: Meat—Brooklyn, 286 lbs.; Manhattan, 265 lbs.; Queens, 56 lbs.; Richmond, 16 lbs. Total, 623 lbs. Poultry and Game—Manhattan, 16 lbs.

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended Nov. 16, 1929, with comparisons:

	Week ended Nov. 16.	Prev. week.	Cor. week.
Westn. drsd. meats:			
Steers, carcasses....	6,781	7,627	7,490
Cows, carcasses....	1,213	1,025	752
Bulls, carcasses....	236	214	127
Veals, carcasses....	10,943	10,640	9,988
Lambs, carcasses....	24,237	26,963	26,631
Mutton, carcasses....	4,795	5,519	3,737
Beef cuts, lbs....	395,335	482,281	246,836
Pork cuts, lbs....	1,889,212	2,320,233	1,490,584
Local slaughters:			
Cattle	8,894	8,934	9,699
Calves	12,633	13,353	13,426
Hogs	58,809	57,195	69,983
Sheep	65,730	65,205	65,483

The Stockinet Smoking Process

U. S. Letters Patent No. 1,122,715

Saves Labor, Trimmings, Shrinkage

Smoke Your Meats in Stockinets and Get Uniformity,
Sanitation, SQUARE Butts and Appearance

To get large sales, your Mr. Quality should have the assistance
of Mr. Stockinet appearance

Numerous Packers Throughout the Country Are
Why Not You?

For Further Particulars Write or Phone

THOMAS F. KEELEY, Licensor, 516 E. 28th St., Chicago. Phone Calumet 0349



20 MULE TEAM BORAX

*Antiseptic
Cleansing
Deodorizing*

Use 20 MULE TEAM BORAX when any cleansing is to be done. It softens water. It cleans thoroughly. It inhibits the growth of the bacteria of decomposition and leaves things sweet and wholesome. It is especially good when washing anything that comes in contact with meat because it is harmless.

PACIFIC COAST BORAX COMPANY

51 Madison Ave., New York City
Chicago, Ill. Wilmington, Cal.

REX BRAND

The 'King' of Nitrates

Double Refined

Nitrate of Soda

and

Nitrate of Potash

(Saltpetre)

TO INSURE the best possible results in curing, use REX BRAND DOUBLE-REFINED NITRATE OF SODA or our Nitrate of Potash. It is especially adapted for packers and is extensively used by members of the Institute of American Meat Packers. Complies with the Bureau of Animal Industry requirements. Write for prices.

Immediate Deliveries

Stauffer Chemical Company

420 Lexington Ave., New York City
Box 158, Calumet City, Ill.



Choicest Quality Sausage Products,
Hams, Bacon, Daisies and Fresh Pork

—you won't forget the Flavor—

ALBANY PACKING CO. INC.
ALBANY, N.Y.



ROCHESTER PACKING

Co. Inc.

Rochester, N. Y.

PAPRIKA

Special Grind
100% COLOR

Send for FREE Sample. Test it out in your own plant in your own way. Try dissolving it in water—no sediment, no waste. You'll be convinced immediately. Nothing else like it. Write today!

PIONEERS IN QUALITY SPICES
Bennett Simpson & Co., Inc., 458 Greenwich St., N. Y.

ERS.
of Ye
ld at
esday
urpose
mem-
com-
e was
direc-
al im-
which
aining
other
to be
ip of
after
ed to
at he
e who
g law.

meeting
rsday
given
oultry
meet-
ill not
ember
y one
of the
ecided
mbers.
rs for
on the

re ex-
at the
Branch
k. In
nation
egular

Alpin
ek the
n take
few
funds

anager
s been
days.
to re-

e New
of the
oultry
in the
week
Meat—
5 lbs.;
6 lbs.
ame—

ES.
meats
ral in-
ended

Cor.
week.
1928.
7,460
752
127
9,988
26,631
3,737
246,856
1,490,884

9,890
13,426
69,983
65,483

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good	\$12.00@12.50
Steers, medium	9.25@12.00
Cows, common and medium	6.00@ 7.75
Bulls, cutter-medium	6.00@ 9.00

LIVE CALVES.

Vealers, good to choice	\$15.50@18.00
Vealers, medium	12.00@15.50

LIVE SHEEP AND LAMBS.

Lambs, good to choice	\$13.00@14.00
Lambs, medium	11.50@13.00
Lambs, common	8.50@11.50
Ewes, medium to choice	4.50@ 6.50

LIVE HOGS.

Hogs, 100-210 lbs.	\$10.00@10.50
Hogs, medium	10.00@10.50
Hogs, 120 lbs.	9.00@10.00
Roughs	9.00@9.25
Good Roughs	9.25@9.50

DRESSED HOGS.

Hogs, heavy	\$17.00@17.50
Hogs, 160 lbs.	17.00@17.50
Pigs, 80 lbs.	18.00@18.50
Pigs, 80-140 lbs.	18.00@18.50

DRESSED BEEF.

Choice, native heavy	24.00@26.00
Choice, native light	24.00@26.00
Native, common to fair	23.00@24.00

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	23.00@24.00
Native choice yearlings, 400@600 lbs.	24.00@25.00
Good to choice heifers	21.00@22.00
Good to choice cows	18.00@19.00
Common to fair cows	14.00@15.00
Fresh bologna bulls	16.00@17.00

BEEF CUTS.

	Western.	City.
No. 1 ribs	28.00@30.00	31.00@33.00
No. 2 ribs	26.00@28.00	28.00@30.00
No. 3 ribs	23.00@25.00	25.00@27.00
No. 1 loins	37.00@39.00	42.00@44.00
No. 2 loins	33.00@35.00	36.00@38.00
No. 3 loins	28.00@30.00	32.00@34.00
No. 1 hinds and ribs	27.00@29.00	25.00@27.00
No. 2 hinds and ribs	24.00@26.00	22.00@24.00
No. 3 hinds and ribs	20.00@22.00	19.00@21.00
No. 1 rounds	19.00@21.00	21.00@23.00
No. 2 rounds	17.00@19.00	18.00@20.00
No. 3 rounds	17.00@19.00	18.00@20.00
No. 1 chuck	22.00@24.00	22.00@24.00
No. 2 chuck	20.00@22.00	20.00@22.00
No. 3 chuck	18.00@20.00	18.00@20.00
Bolognas	16.00@18.00	16.00@18.00
Rolls, reg., 4@6 lbs. avg.	17.00@18.00	17.00@18.00
Rolls, reg., 4@6 lbs. avg.	17.00@18.00	17.00@18.00
Tenderloins, 4@6 lbs. avg.	60.00@70.00	60.00@70.00
Tenderloins, 5@6 lbs. avg.	80.00@90.00	80.00@90.00
Shoulder clods	10.00@11.00	10.00@11.00

DRESSED VEAL AND CALF.

Prime veal	28.00@30.00
Good to choice veal	23.00@25.00
Med. to choice calves	15.00@17.00
Good to choice calves	12.00@14.00
Med. to common calves	14.00@16.00

DRESSED SHEEP AND LAMBS.

Lambs, prime	26.00@27.00
Lambs, good	23.00@25.00
Sheep, good	13.00@14.00
Sheep, medium	7.00@10.00

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	21.00@22.00
Pork tenderloins, fresh	35.00@37.00
Pork tenderloins, frozen	45.00@47.00
Shoulders, city, 10@12 lbs. avg.	17.00@18.00
Shoulders, Western, 10@12 lbs.	16.00@17.00
Butts, boneless, Western	24.00@25.00
Butts, regular, Western	20.00@21.00
Hams, Western, fresh, 10@12 lbs. avg.	20.00@21.00
Hams, city, fresh, 8@10 lbs. avg.	24.00@25.00
Picnic hams, Western, fresh, 6@8 lbs.	16.00@17.00
average	16.00@17.00
Pork trimmings, extra lean	20.00@21.00
Pork trimmings, regular, 50% lean	15.00@16.00
Spareribs, fresh	16.00@17.00

SMOKED MEATS.

Hams, 8@10 lbs. avg.	22.00@23.00
Hams, 10@12 lbs. avg.	22.00@23.00
Hams, 12@14 lbs. avg.	21.00@22.00
Picnics, 4@6 lbs. avg.	18.00@19.00
Picnics, 6@8 lbs. avg.	17.00@18.00
Rollettes, 6@8 lbs. avg.	18.00@19.00
Beef tongue, light	30.00@32.00
Beef tongue, heavy	34.00@36.00
Bacon, boneless, Western	23.00@24.00
Bacon, boneless, city	20.00@22.00
Pickled bellies, 8@10 lbs. avg.	17.00@18.00

FANCY MEATS.

Fresh steer tongues, untrimmed	27c a pound
Fresh steer tongues, l. c. trim'd	42c a pound
Sweetbreads, beef	70c a pound
Sweetbreads, veal	\$1.00 a pair
Beef kidneys	20c a pound
Mutton kidneys	11c each
Livers, beef	37c a pound
Oxtails	20c a pound
Beef hanging tenders	32c a pound
Lamb fries	10c a pair

BUTCHERS' FAT.

Shop fat	@ 2 1/2%
Breast fat	@ 4 1/2%
Edible suet	@ 5 1/2%
Cond. suet	@ 4 1/2%

GREEN CALFSKINS.

	5-9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals	18	2.00	2.10	2.30
Prime No. 2 veals	16	1.80	1.85	2.05
Buttermilk No. 1	15	1.65	1.75	1.95
Buttermilk No. 2	13	1.45	1.50	1.70
Branded Gruby	7	.85	.90	1.10
Number 3				At value

BUTTER.

Creamery, extra (92 score)	@ 4 1/2%
Creamery, firsts (88 to 89 score)	35 1/2@37 1/2
Creamery seconds (84 to 87 score)	33 @34 1/2
Creamery, lower grades	32 @32 1/2

EGGS.

(Mixed colors.)	
Extras, dozen	58 @60
Extra firsts, doz.	53 @56
Firsts, doz.	47 @51
Checks	32 @35

LIVE POULTRY.

Fowls, colored, avg., per lb. via freight	@ 26
Fowls, Leghorn, via freight	@ 23

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	29 @31
Western, 48 to 54 lbs. to dozen, lb.	25 @27
Western, 43 to 47 lbs. to dozen, lb.	23 @25
Western, 36 to 42 lbs. to dozen, lb.	22 @23
Western, 30 to 35 lbs. to dozen, lb.	21 @22

Fowls—fresh—dry pkd.—12 to box—prime to fcy.:	
Western, 60 to 65 lbs. to dozen, lb.	32 @33
Western, 48 to 54 lbs. to dozen, lb.	28 @29
Western, 43 to 47 lbs. to dozen, lb.	26 @27
Western, 36 to 42 lbs. to dozen, lb.	24 @25
Western, 30 to 35 lbs. to dozen, lb.	23 @24

Ducks—	
Long Island, per lb.	23 @26

Turkeys—	
Nearby, young, fancy to good	30 @40
Nearby, young, prime to fancy	42 @44

Squabs—	
White, ungraded, per lb.	50 @65

Chickens, fryers—fresh—12 to box—prime to fcy.:	
Western, 36@42 lbs., per lb.	@ 27

Fowls, frozen—dry pkd.—12 to box—prime to fcy.:	
Western, 60 to 65 lbs., per lb.	32 @33
Western, 48 to 54 lbs., per lb.	28 @29
Western, 43 to 47 lbs., per lb.	26 @27

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended Nov. 14, 1929:

	Nov. 8	9	11	12	13	14
Chicago	41	41 1/2	Holiday	40 1/2	40	40
N. Y.	43 1/2	43	Holiday	41	40 1/2	41
Boston	43 1/2	43 1/2	Holiday	42	41 1/2	41 1/2
Phila.	44 1/2	44	Holiday	42	41 1/2	42

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago:

89 1/2	89	Holiday	38 1/2	88	88
--------	----	---------	--------	----	----

Receipts of butter by cities (tubs):

	Wk.	Prev.	Last	—Since Jan. 1—
	Nov. 14.	week.	week.	1929.
Chicago	25,015	30,826	34,768	2,920,233
N. Y.	45,967	44,376	47,148	3,274,980
Boston	13,164	9,734	14,011	1,077,922
Phila.	15,560	17,945	12,431	1,086,736

Total... 99,706 102,879 108,358 8,309,871 8,049,768

Cold storage movement (lbs.):

	In	Out	On hand	Same
	Nov. 14.	Nov. 14.	Nov. 15.	week-day
Chicago	5,723	57,920	7,092,072	7,491,396
New York	46,735	65,190	6,132,905	6,412,707
Boston	131	17,943	2,075,703	2,646,380
Phila.	112,391	58,236	1,573,419	2,641,288
Total	104,980	190,259	17,775,089	17,591,777

FERTILIZER MATERIALS.

BAISIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.	2.10@ 2.15
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	@ 2.10
Blood, dried, 15-18% per unit	@ 3.90
Fish scrap, dried, 11% ammonia 10% B. P. L. f.o.b. fish factory	4.25 @ 10c
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	4.50 @ 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	3.50 @ 50c
Soda Nitrate, in bags, 100 lbs. spot	@ 2.11
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	4.25 @ 10c
Tankage, unground, 9@10% ammo.	4.15 @ 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton c.i.f.	@ 26.00
Bone meal, raw, 4 1/2 and 50 bags, per ton	@ 36.50
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% fat.	@ 9.50

Foatash.

Manure salt, 20% bulk, per ton	@ 12.50
Kainit, 12.4% bulk, per ton	@ 9.10
Muriate in bags, basis 80%, per ton	@ 36.75
Sulphate in bags, basis 90%, per ton	@ 47.75

Beef.

Cracklings, 50% unground	@ 1.00
Cracklings, 60% unground	@ 1.05

Meat Scraps, Ground.

50%	@ 65.00
55%	@ 75.00

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.	95.00@125.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	@ 85.00
Black or striped hooft, per ton	45.00@ 50.00
White hooft, per ton	@ 75.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@ 110.00
Horns, according to grade	75.00@200.00

NEW YORK LIVESTOCK.

Receipts of livestock at New York markets for week ended Nov. 16, 1929, are officially reported by the U. S. Bureau of Agricultural Economics as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,316	7,448	1,463	36,001
Central Union	2,646	1,174		13,760
New York	551	3,380	26,663	13,347
Total	7,513	12,002	28,126	63,108
Previous week	7,448	12,301	26,317	59,226
Two weeks ago	8,462	12,984	30,050	39,471

Lincoln Farms Products Corporation

Collectors and Renderers of

Bones FAT Skins

Manufacturer of Poultry Feeds

Office: 407 E. 31st St.

NEW YORK CITY

Phone: Caledonia 0114-0124

Factory: Fisk St., Jersey City, N. J.

Emil Kohn, Inc.

Calfskins

Specialists in skins of quality on consignment. Results talk! Information gladly furnished.

Office and Warehouse

407 East 31st St.,

NEW YORK, N. Y.

Caledonia 6113-6114

29.

1.15

1.10

1.90

0c

0c

0c

2.11

0c

10c

6.00

6.50

9.50

2.50

9.10

16.75

17.75

1.00

1.05

35.00

75.00

S.

125.00

85.00

50.00

75.00

110.00

200.00

York

1929,

U. S.

ics as

Sheep.

38,001

13,790

15,947

63,108

59,226

39,471

cts

f

ins

da

4

N. J.

nc.

as

y on

infor-